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GM cuts could be huge

A-body and F-body cars among possible victims

Industry Editor Al Fleming and staff reporters Mary Connelly, Liz Pinto, Arlena Sawyers and Charles M. Thomas contributed to this report

EDWARD LAPHAM
Managing Editor

General Motors plans to announce a new round of North American cost-cutting measures this week that likely will include plant shutdowns and the elimination of up to 20,000 white collar jobs. Two entire vehicle platforms — the A-body and F-body — also are believed to be at risk.

Analysts and industry executives say they also expect a shakeup of GM's top leadership to result from the restructuring.

Prompted by investor uncertainty, GM Chairman Robert C. Stempel last week issued a terse statement that the giant automaker this Wednesday will announce relevant parts of a "comprehensive program to improve profitability and cash flow in 1992 and beyond."

This year has been a tough one for GM. For the first three quarters of the year, the automaker reported a net loss of $2.21 billion, more than the $1.99 billion it lost in all of 1990.

GM's car and light-truck sales in the United States slumped 13.2 percent for the first 11 months of the year to 3,996,104, and its market share slipped to 35.1 percent from 35.6 percent.

Last week, GM delayed closing a $1 billion preference stock offering due to the cost-cutting discussions and the need to disclose more information.

GM's board met last Monday, Dec. 9, to consider cost cutting measures, but it failed to announce any at the close of the meeting. After two days of investor unrest and a fall in GM's share price to a four-year low of $27.50, Stempel announced that he would disclose the details this Wednesday.

At stake are 290,000 blue collar and 100,000 white collar jobs in North America.

Even if GM takes a fourth-quarter write-off of as much as $2.5 billion, the cuts are unlikely to be enough to stanch North American losses, says one automotive analyst. There could be another round of cuts after the first of the year.

It is going to take time to turn the North American operations around.

"You are not going to see a fat and happy and profitable GM in six months," said automotive analyst Maryann Keller, managing director of Furman Selz Inc. in New York. "It will take five years."

Keller said GM's biggest problem is the Chevrolet-Pontiac-GM of Canada Group, "which has been losing billions (of dollars) for years" and needs to consolidate product lines and use platform development teams.

Keller believes Wednesday's announcement will be near-term cuts that GM must make to appease investors and rating services like Standard & Poors and Moody's, which have reduced the ratings and placed GM's debt and commercial paper ratings under review.

"The real problem is how GM can go from 40 man-hours per car to 21 man-hours per car like Ford," Keller said. "GM has been the high-cost

see GM, 45

late news

Penske joins Gala roster

DETROIT — Automotive entrepreneur, motorsports legend and megadealer Roger Penske will address the Automotive News World Congress Gala dinner Tuesday, Jan. 14.

The subject for Penske's speech is "Entrepreneuring — Corporate America's Lasting Frontier."

Penske

Penske has made big successes of the Hertz Penske rental trucks, Longo Toyota and Detroit Diesel Corp.

The World Congress runs Jan. 12-15 in conjunction with the North American International Auto Show.

Another story on World Congress begins on Page 3.

Big 3 sales off 13.8 percent

DETROIT — The final month of a bad year has started off badly. Big 3 sales of 183,166 cars and trucks during the first 10 days of December was 13.8 percent behind a year ago.

Ford Motor Co. reported car sales of 29,520 units, a decline of 30.4 percent from 42,419 last year. Ford truck sales fell 14.3 percent to 28,998, against 33,850 a year ago.

Chrysler car sales fell 30.1

see LATE NEWS, 2

Shows tease with dream cars, but push today's models

Mercury's 1993 Villager minivan, pictured here, and its sister vehicle, the Nissan Quest, will be two of the stars of the Los Angeles and Detroit auto shows next month.

JACK KEEBLER
and KRISTINE STIVEN BREESE
Staff Reporters

Selling the mainstream iron.

While there are no official themes, that will be the critical pitch in January at both the Greater Los Angeles Auto Show and the North American International Auto Show in Detroit.

"Our focus will not be on glitz and glamor," said Sharon Hines, a GMC Truck spokeswoman. "Our focus will be on selling Suburbans, Yukons, Typhoons, Sonomas and other core products. Auto shows are a powerful mechanism for selling vehicles. So our exhibits people and dealers want us to take advantage of that."

see AUTO SHOWS, 44

Mazda to have 'American' cars

RICHARD JOHNSON
Staff Reporter

TOKYO — Mazda Motor Corp. likely will begin exporting U.S.-built 626s to Europe next year and sell a rebadged version of Ford's German-built Escort in a bid to compensate for its lack of a plant there, according to company sources.

Mazda, which will sell some 300,000 cars in western Europe this year, is the only major Japanese carmaker without a plan for European production.

Years of talks with Ford Motor Co., which owns 25 percent of Mazda, have so far failed to yield a joint production accord. And Mazda executives say their low European volume does not warrant the expense of going it alone.

Mazda goes domestic > 43

Mazda officials confirmed here last week that Ford's plant in Saarlouis, Germany, is the prime candidate for the production consignment deal, and that the two partners are discussing assembly of a 1.5-liter class vehicle.

Meanwhile, a Mazda spokesman confirmed that the company is "seriously studying" a plan to export vehicles from its plant in Flat Rock, Mich., to Europe.

Talks with Ford aimed at joint-venture production of Mazda's 626 in Europe were discarded last year.

According to Japanese press re-

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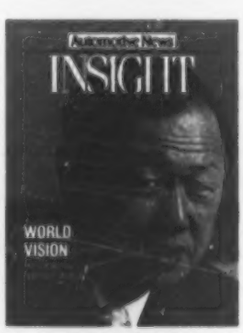

Worldly visions

Honda Motor Co. President Nobuhiko Kawamoto still supports the company's plan of developing cars in regions where they will be sold. An interview with Kawamoto is in *Automotive News Insight*, which follows Page 24.

Joint ventures falter

Profits are scarce, cultures collide

LINDSAY CHAPPELL
Staff Reporter

The bright idea of carmaking in the 1980s — factories run jointly by two competitors — is in trouble.

Of the four North American automaking joint ventures, one has been dissolved, a second will expire in four years, and a third has been operating undercapacity since it launched in 1989.

The fourth draws rave responses from its two partners, General Motors and Suzuki Motors Ltd. But it, too, has lagged behind projections, and the U.S. government is pressing for changes that could add to its costs.

The original idea behind joint manufacturing ventures was to split the huge cost of launching factories and to share ideas and technology between partners.

Saving money may still be a valid goal. It costs $600 million to $800 million to open a new factory. But carmakers already have gone to school on each others' methods, and selling cars to one another may be a more efficient way to share factory costs.

The joint venture idea has never fully panned out.

- In October, Chrysler Corp. sold its share of its only North American joint venture, Diamond-Star Motors Corp., to Mitsubishi Motors Corp. Chrysler officials said the $650-million venture cost the company $400 million in losses over three years.
- Fuji Heavy Industries Ltd., which owns 51 percent of Subaru-Isuzu Automotive Inc. in Lafayette, Ind., reported earlier this year that it had lost $15.8 million on the

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Automotive News

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100,000 TURBODIESEL
Dodge marks milestone in pickup production. PAGES 6, 23

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Daihatsu wants a production base in North America. PAGE 17

IMAGE BOOSTER

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VW taking Polo subcompact up market

Spied in Wolfsburg, Germany, recently, Volkswagen's all-new Polo marks a dramatic styling departure from its boxy predecessor. Passat-like in appearance, the new Polo is scheduled to appear in the fall of 1992 as a 1993 model. VW is repositioning the subcompact up market with power steering, automatic transmission, air conditioning and anti-lock brakes featured on mid-range models. The new Polo will be two inches wider and longer than its predecessor.

latenews

CONTINUED *from* PAGE 1

percent, but light-truck sales rose 3.1 percent, according to estimates by *Automotive News*.

General Motors reported a car sales dip of 5.3 percent to 64,933 units, from 68,544 in early December last year. GM light-truck sales of 31,215 units fell 7.9 percent from last year's 10-day total of 33,876.

There were eight selling days in the period this year and last.

— Karen Detkowski

Honda will allow gasohol

WASHINGTON — Honda North America Inc. has agreed to rewrite its automobile owner manuals after Sen. Tom Daschle, D-S.D., complained that the company unjustifiably discouraged motorists from using gasohol.

The new manuals will make clear that gasohol and other cleaner-burning oxygenated fuels approved by the Environmental Protection Agency can be used without voiding Honda's warranty.

Honda manuals now in use warn that engine damage caused by those fuels would not be covered under the warranty.

Former dealer sues Toyota

LOUISVILLE, Ky. — Darrell Wade Swope, a former Toyota dealer in Kentucky, is suing Toyota Motor Sales U.S.A. Inc. and its subsidiary, Toyota Motor Distributors Inc. for $125 million.

Swope charges in the U.S. District Court action that Toyota forced him out of business in September 1989 after 15 years as a Toyota dealer in Louisville. The allegations include breach of contract, false sales reporting and misallocation of vehicles.

A Toyota spokesman said that the company was investigating the case and that it would "vigorously defend itself."

The suit was filed Dec. 6.

— Kristine Stiven Breese

Chrysler looks for more trucks

WARREN, Mich. — Chrysler Corp. is seeking additional truck assembly capacity as it prepares to launch a new full-sized truck in the 1994 model year.

The company has not yet determined if it will expand an existing plant or build a new assembly plant in North America or Mexico.

"At this point, all options are open," said Chrysler President Robert Lutz, speaking to reporters after a ceremony marking the assembly of the 100,000th Dodge Ram Cummins turbodiesel pickup.

The need for additional truck capacity is being driven by strong sales of the mid-sized Dodge Dakota pickup and anticipated volume of the T300 full-sized Dodge pickup bowing in the 1994 model year, Lutz said.

— Mary Connelly

Jaguar XJ6 gets air bag for 1993

MAHWAH, N.J. — Driven by marketing necessity, Jaguar has cut four years from its original timetable and will include air bags in XJ6 sedans sold in the United States beginning with the 1993 model year.

"From a marketing point of view, you have to have air bags," said Michael Dale, president of Jaguar Cars Inc., the Jaguar importer.

Passenger-side bags will be standard in 1994 cars. As recently as a year ago, Jaguar did not plan air bags for the XJ6 until 1997.

Dale attributed the quick change to engineering power from Ford Motor Co., which owns Jaguar Cars Ltd.

Driver-side air bags are standard in the XJS coupe and convertible. The company is developing passenger-side bags in that range.

— Peter Brown

Toyota adding 4x4 at NUMMI

Toyota Motor Corp. expects to reach full production on U.S.-made pickups by next summer as it adds a 4x4 pickup in February.

Toyota expects to build about 8,300 4x2 and 4x4 trucks a month, a rate of 100,000 a year, by mid-year. The line, recently launched at New United Motor Manufacturing Inc. in Fremont, Calif., now builds about 850 a month.

Toyota spent $350 million to introduce trucks at NUMMI, a 50-50 joint venture between Toyota and General Motors. The new line will be operated by the joint venture, but the investment and the trucks built are exclusively Toyota's.

Truck-line employment will rise from 500 now to 700 shortly after the 4x4 is added.

— Lindsay Chappell

Hyundai revises rebate plans

FOUNTAIN VALLEY, Calif. — Hyundai Motor America last week sweetened its consumer incentive program.

Hyundai added the 1992 Excel to the program with a $500 consumer rebate. The company also boosted the rebate on 1991 Excels from $750 to $1,000.

Also added a $500 rebate to the 1992 Scoupe. Rebates on all 1991 Scoupes except the SE model were raised from $750 to $1,000.

The incentive on 1991 Sonatas, excluding the SE, was increased from $1,000 to $1,500.

Hyundai's program expires

briefly

Pontiac has hot Salsa

The **Pontiac** concept car Salsa debuts officially in Detroit in January, but it's a California car at heart. A preview in Los Angeles last week was, like, totally awesome, dude. The car was neon orange and electric blue (photograph on Page 44), and Pontiac's staff wore beach or aerobic wear. Even Pontiac General Manager John Middlebrook went tieless. Food followed the theme, with lots of tacos and salsa. But maybe it was carrying a metaphor too far to serve a flan dyed blue and topped with orange whipped cream. Gnarly, dude.

SAYINGS OF CHAIRMAN LEE — *Chapter 74.* **Chrysler's** Lee Iacocca is rumored to be angling for a post-retirement job in President Bush's administration. If he gets one, he won't be licking any boots. In Washington last week, the chairman said: "The mere fact that we're going (to Japan with the president) is a recognition that something is wrong. For a Republican administration, that's real progress." Then he compared Bush's lack of action on the economy to President Herbert Hoover's attitude in the early years of the Great Depression.

COLOR IT WHITE — For the first time in nine years, white was the No. 1 color choice for all classes of North American vehicles, according to Du Pont Automotive Products' annual survey. An average 22 percent of consumers picked white for all car categories and light trucks. It even displaced red as the top choice of sporty/compact car buyers. Blue, black and silver did well. Robert S. Daily, Du Pont's finishes color marketing manager, predicts a trend toward rich, deep green for larger cars and trucks; continued trendiness for turquoise, aqua and reds; and yellow likely to emerge as a fashionable color in three to five years.

SAYINGS OF CHAIRMAN LEE — *Chapter 73.* America's industrial leaders have been criticized for taking home huge salaries in bad times. On the CNN network, Chrysler's chairman said he is being paid as if he were a ".350 hitter . . . when it turned out in the last two years I've been a .215 hitter."

SAYINGS OF CHAIRMAN LEE — *Chapter 76.* When UAW workers decided not to give up their $600 end-of-the-year bonuses, Chrysler gave the same bonus to white collar workers. The chairman said: "That cost us $11 million to $12 million. But then, what's that when you're losing the kind of money we're losing."

LEXUS DUMPING — **Ford** President Philip Benton got a lesson in pricing when he met with reporters for lunch last week. Benton told reporters Ford needs more luxury cars in its stable — cars similar to the **Lexus** LS400 sedan and the SC400 coupe. "What about the new Mark VIII; won't that be your Lexus SC400 fighter?" Benton was asked. No, he said, the Lexus is a lot pricier than that. Ford needs something more expensive than its family of Lincolns. Impertinent reporters gave him a shocker. The SC400 retails for $37,500, Benton was told, compared to $36,340 for its high-end Town Car. To which he replied: "They are dumping that (Lexus), aren't they?"

Benton: bargin minded

Chrysler cash will keep sales staff

But dealers say company should foot entire bill

JOSEPH BOHN
Staff Reporter

Chrysler Corp. dealers support the company's proposals to reduce their salesperson turnover, but think Chrysler should ante up more money for the program.

Five manufacturers now have programs to curb turnover rates for salespersons, running upwards of 50 percent in the industry.

They include Volkswagen of America, Audi of America, Mitsubishi Motor Sales of America, Volvo Cars of North America and General Motors, slated to start its program Jan. 1.

Chrysler has proposed a new program that would take effect early in 1992. As outlined to its dealer councils, the plan would:

- Pay certified salespersons $50 a vehicle and another $50 for dealerships achieving their Sales Satisfaction Index objective. The SSI judges a customer's satisfaction with their purchase experience with the dealership as whole.
- Have dealers co-fund payments by 50 percent unless 70 percent of their sales force has been certified and achieves its SSI objective. The latter would have 100 percent of program costs paid by Chrysler. The SSI here judges customers' satisfaction with their salespersons.
- Distribute cash payments in three equal installments over an 18-month period.

"I think with all the new products coming to Chrysler, the timing for this program is very important," said Phil Brown, a principal in Bud Brown Chrysler-Plymouth in Overland Park, Kan., and 1991 chairman of the Chrysler-Plymouth dealer council. "We've got to make sure we've got good salespeople on the floor to handle the customers we hope to attract with the new Jeeps and LH cars, so they get off to a good footing."

Joe Ricci, owner of Precision Jeep-Eagle in Detroit and 1992 vice chairman of the Jeep-Eagle dealer council, agreed. "We've got to get on it (a plan) and get on it quickly."

"Everybody else is going to it," Ricci added. "The salesman is your first-line guy out there. If we want to be competitive in the '90s, we've got to pay. You can't get a guy for minimum wage anymore."

Still, dealers like Brown, Ricci and Frank Galeana, owner of Van Dyke Dodge in Warren, Mich., and national chairman of the Dodge Dealer Council, feel Chrysler should fully fund the plan.

Galeana said co-funding the program would force him to change his pay plans.

"If Chrysler initiates this program nationally, we (dealers) would all have to revise our pay plans across the board," he said.

Ricci said co-funding would open dealers to lawsuits from employees discharged before collecting their entitlements under the plan.

Instead of a basic $50 per vehicle payment the first quarter after a car's sale and another $50 a year later, Ricci said Chrysler should make three payments of $50 or a one-time $150 payment. The first payment should come within a month to three months after the sale; the second after a year and the third after two years.

A salesman who sells an average 100 cars a year could accumulate $30,000 over three years, Ricci said.

Whether Chrysler can afford those kind of payouts is debatable.

Ricci feels that since one-third of those entering the business end up leaving simply because they are not suited to it, the costs wouldn't be that high.

Also, he said, Chrysler could eliminate various salesperson incentives to fund the program. Chrysler runs such spiffs on certain models three or four times a year.

Dealers strongly favor tying any payments under the program to salesperson certification and customer satisfaction requirements.

Thus, a salesperson would have to undergo Chrysler's training and certification program and score well in customer feedback surveys to qualify for money under the plan.

Chrysler's certification program requires training in product knowledge, sales techniques and a minimum Sales Satisfaction Index score, among other things.

Chrysler already has begun tying regular incentive program payments to certification. Since Oct. 1, salespersons who are certified earn twice as much under any salesperson spiff than those who aren't.

Sales of the Honda Accord were down 12,430 units in November.

Big tumble for Accord hurts niche

KRISTINE STIVEN BREESE
Staff Reporter

LOS ANGELES — Buyers stayed away from the Honda Accord and its competitors in the middle of the intermediate segment in November.

While the industry as a whole was down 6.6 percent for the month compared with November 1990, the middle-of-the-market segment, which is led by the Honda Accord and Ford Taurus, dropped 12.7 percent.

While it remained the best-selling model, the Accord dropped 12,430 units from November 1990, almost two-thirds of the decline in the segment.

Honda spokesman Bob Butorac noted that "it was a real slow month" but said last November was particularly strong, and therefore a tough standard to compete against. Honda ran a rare dealer incentive program on the Accord last November. There was no such incentive this year.

The industry is closely watching to see if Toyota can overtake the Accord with its all-new Camry. Camry sales were up 5.9 percent in November to 19,368 units.

Chris Cedergren, senior vice president at AutoPacific Group, a Santa Ana, Calif., auto consulting firm, said that while the Camry has already had some impact on the Accord, it is too early to tell what the long-term effect will be.

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JOE WILSSENS/AUTOMOTIVE NEWS

Diesel milestone

Chrysler President Robert Lutz drove the 100,000th Dodge Ram pickup with a Cummins turbodiesel engine off the assembly line at the Dodge City assembly plant in Warren, Mich. An update on the light-duty diesel truck market appears on Page 23.

Voila! Saturn offers air bag

LINDSAY CHAPPELL
Staff Reporter

Saturn Corp. has surprised its early critics by rushing out a driver-side air bag option for its 1992 model cars.

The year-old carmaker was criticized when its products first appeared because they did not include air bags. Engineers said then that 1994 would be the earliest it could offer one.

But Saturn now says it has developed a driver-side air bag for this year's model that goes into production next month. The company will decide next year whether to offer it as an option or standard feature on 1993 models.

By the 1994 model year, both passenger and driver bags will be standard, said a company spokesman.

The spokesman said Saturn drew heavily on assistance from its parent company, General Motors, as it accelerated the air bag program.

"The real push was in getting the engineering resources to do it," he said.

The company has not determined what the retail cost will be for the option, and would not reveal who the supplier will be.

GM now offers 126 cars with standard driver-side air bags, representing 64 percent of its product line. The company has said driver-side bags will be standard on all cars by the fall of 1994.

Pollution suit threatens Mexico trade pact

HELEN KAHN
Senior Correspondent

A lawsuit filed by environmentalists could disrupt U.S. trade negotiations with Mexico and other nations.

U.S. District Judge June Green in Washington will decide before Christmas whether the State Department's trade representative must assess the environmental impact of auto plants in Mexico on the air, water and soil of the United States.

The case rests on technical legal issues, but if environmentalists win, it could delay two agreements:

- A free trade treaty with Mexico that U.S. automakers have been espousing
- The latest revision of the General Agreement on Tariffs and Trade.

The three groups suing the government are concerned that GATT negotiations might result in weakening some U.S. environmental rules.

They fear clean air rules, CAFE standards and the gas guzzler tax could end up labeled as U.S. trade barriers by other countries. That could force changes in the U.S. rules without lawmakers having their traditional voice.

The groups also argue that the Mexican agreement could cause more pollution in the United States.

The demand for environmental impact statements is a way to force Congress to consider not only pollution along the border with Mexico, but also the whole issue of U.S. safety and health regulations as trade barriers.

The suit covers agricultural pollution as well as industrial, and Judge Green may make her decision based on tomatoes and pesticides rather than automobiles.

Existing treaties allow non-Mexican companies to set up factories and pay no duty on raw materials, components and machinery as long as the output of the plants is exported. Ford Motor Co.'s Hermosillo plant, which builds Escorts and Tracers for the United States market, is an example.

A new treaty would probably mean more factories and pollution in Mexico that could reach the U.S. via the wind and the Rio Grande River. Last year, 1,900 *maquiladora* companies were counted.

The government argues that none of the groups have "standing to sue" and that there is nothing to evaluate until a trade agreement is reached. Patti Goldman, an attorney for plaintiff Public Citizen, says it would be too late to raise environmental questions after an agreement is reached.

The suit was filed Sept. 4 and argued Nov. 18 by Public Citizen, the Sierra Club and Friends of the Earth.

Chrysler Corp., Ford and General Motors favor free trade with Mexico as long as an agreement includes strong local content provisions. Such provisions are needed to prevent Mexico "from becoming an export platform for third country vehicle manufacturers to produce cars and trucks for the U.S. and Canadian markets," according to a draft of a position paper the three companies are now revising.

The Big 3 already build cars in Mexico for the U.S. market, and free trade would let them expand sales in Mexico of their U.S.- and Canadian-made cars and trucks. Two import companies, Nissan and Volkswagen, also have plants in Mexico.

Small shops likely to lose smog check business

MAX GATES
Staff Reporter

WASHINGTON — Tough new vehicle inspection regulations, required under last year's Clean Air Act amendments, will likely put smaller shops out of the inspection business in many states.

The Environmental Protection Agency, which is writing the new regulations for inspection and maintenance, is leaning toward rules that would require $150,000-$300,000 worth of equipment.

That would make it difficult for small volume shops to compete for that business, said Don Randall, Washington representative of the Texas-based Automotive Service Association.

"At this point, the chances of (smaller shops) continuing is poor, if not non-existent," Randall said.

The push for tougher inspection programs, known as enhanced I&M, is a cornerstone of efforts to reduce harmful emissions in states with pollution problems.

Motor vehicles account for about half of all hydrocarbon emissions, which contribute to the formation of ozone, and 90 percent of all carbon monoxide emissions, the EPA says.

A small percentage of cars produce most of the harmful emissions. California environmental officials estimate that 12 percent of cars produce 75 percent of the state's auto emissions.

While older models are often the heaviest polluters, the EPA estimates that half of all one-year-old cars and up to 70 percent of five-year-old cars exceed new car emission standards.

"We've been saying that a small number of cars make most of the pollution. If you catch those cars, you capture a large percentage of polluting cars and you could ease the pressure on new cars," said Janet Cohen, an EPA spokeswoman at the agency's emission testing lab in Ann Arbor, Mich.

However, current I&M programs in 35 states and the District of Columbia have been subject to abuse and been ineffective at reducing emissions, the EPA says.

An EPA audit last summer found widespread problems with current programs, including poorly trained testing and inspection personnel, improperly maintained or calibrated equipment, and slow and lenient state monitoring and enforcement.

Two-thirds of 75 testers from four different states passed vehicles that had been preset to fail I&M emissions tests.

Some of the ineffectiveness is due to abuses by inspectors.

Randall cited so-called "kick 'em, lick 'em and stick 'em" inspections, a reference to shops that pass cars of good customers without performing an inspection.

"Shops don't want to fail good customers. What that results in is that 30 to 70 percent of the time the existing system doesn't find cars that should be failed," Randall said.

On the other side of the coin, the EPA is considering barring shops from doing both inspections and the repairs needed on cars that fail. Doing both sets up a potential conflict of interest, with inspectors tempted to fail cars to generate business.

In addition, the EPA has found that centralized state programs are cheaper and easier to monitor for quality control.

Under the Clean Air Act, however, states choose between centralized, state-operated programs or decentralized programs.

Chrysler Corp. and the Motor Vehicle Manufacturers Association have gone on record favoring tough I&M requirements, in part because effective inspection programs could reduce the need for future improvements in emission control equipment.

About 100 areas now operate I&M programs, at a cost of about $500 million a year. Under the 1990 Clean Air Act amendments, the number of areas required to test vehicle emissions will rise to 153, about half of which will need "enhanced" or intensive inspection programs.

The EPA is scheduled to issue an initial decision next February, with final regulations due in April. States would then have until January 1993 to comply.

in brief
SERVICE

VW recalls Sciroccos, Cabrios

AUBURN HILLS, Mich. — Volkswagen United States Inc. has recalled about 51,000 1987 and 1988 Scirocco and 1987 through 1990 Cabriolet vehicles to repair faulty fuel tanks.

VW said a hairline crack could develop at a small section of a seam flange weld at the rear of the tank. The crack could let fuel leak out, which could cause a fire in a rear-end collision.

ASIA moving to new office

CHICAGO — The Automotive Service Industry Association is moving its headquarters from downtown Chicago to Elk Grove Village, Ill., on Dec. 30.

"Under our new lease, not only will our overhead rent expenses drop dramatically," said group President David R. Roland.

The new address is 25 Northwest Point, Elk Grove Village, IL 60007-1030. Phone number is (708) 228-1310.

Ford increases parts warranty

DEARBORN, Mich. — Beginning Jan. 1, Ford Motor Co. will increase the warranty on service parts to one year/12,000 miles for Ford, Mercury and Lincoln cars and Ford light trucks.

Service parts are currently warranted for 90 days/4,000 miles. In conjunction with the change, Ford is discontinuing its Lifetime Service Guarantee program.

Nissan cuts parts prices

CARSON, Calif. — Nissan Motor Corp. in U.S.A. has cut the suggested retail prices of 92 sheet metal, grille and bumper parts by an average of 31 percent. The change was effective Dec. 1.

Since January, the company has cut prices on 143 crash parts.

WARRANTY COVERAGE ON 1992 MODELS

	Basic coverage	Extra drivetrain/ major component	Corrosion coverage	Towing for warranty-covered breakdown	Deductible
Domestic Ford*	3/36,000	3/36,000	6/100,000	Yes	No
Mercury*	3/36,000	3/36,000	6/100,000	Yes	No
Lincoln	4/50,000	4/50,000	6/100,000	Yes	No
Buick	3/36,000	3/36,000	6/100,000	Yes	No
Chevrolet*	3/36,000	3/36,000	6/100,000	Yes	No
Oldsmobile	3/36,000	3/36,000	6/100,000	Yes	No
Pontiac*	3/36,000	3/36,000	6/100,000	Yes	No
Cadillac	4/50,000	4/50,000	6/100,000	Yes	No
Cadillac Allante	4/50,000	7/100,000	7/100,000	Yes	No
Saturn	3/36,000	3/36,000	6/100,000	Yes	No
Chrysler or	1/12,000 3/36,000	7/70,000 3/36,000	7/100,000 7/100,000	Yes	No
Chrysler New Yorker Fifth Avenue/ Imperial	6/50,000	7/70,000	7/100,000	Yes	No
Chrysler captive imports or	3/36,000 1/12,000	5/60,000 7/70,000	5/unlimited 7/100,000	Yes	No
Laser, Talon or	1/12,000 3/36,000	7/70,000 7/70,000	7/100,000 7/100,000	Yes	No
Japan Acura	3/36,000	3/36,000	3/unlimited	Yes	No
Daihatsu	3/36,000	3/36,000	5/unlimited	Yes	No
Honda	3/36,000	3/36,000	3/unlimited	Yes	No
Infiniti	4/60,000	7/60,000	7/unlimited	Yes	No
Isuzu	3/50,000	5/60,000	6/100,000	Yes	No
Lexus	4/50,000	6/70,000	6/unlimited	Yes	No
Mazda	3/50,000	3/50,000	5/unlimited	Yes	No
Mitsubishi	3/36,000	5/60,000	5/unlimited*	Yes	No
Mitsubishi Precis	3/36,000	3/36,000	3/unlimited	Yes	No
Mitsubishi Montero/ Mighty Max	3/36,000	5/60,000	5/unlimited	Yes	No
Nissan	3/36,000	5/60,000	5/unlimited	Yes	No
Subaru	3/36,000	5/60,000	5/unlimited	Yes	No
Suzuki	3/36,000	3/36,000	3/unlimited	Yes	No
Toyota	3/36,000	5/60,000	5/unlimited	Yes	No
Korea Hyundai	3/36,000	5/60,000	5/100,000	Yes	No
Elantra, Sonata	2/24,000 bumper to bumper				
Germany Audi†	3/50,000	3/50,000	10/unlimited	Yes	No
BMW	4/50,000	4/50,000	6/unlimited	Yes	No
Mercedes-Benz	4/50,000	4/50,000	4/50,000	Yes	No
Porsche	2/unlimited	2/unlimited	10/unlimited	Yes	No
Volkswagen	2/24,000	5/50,000	6/unlimited	Yes	No
Great Britain					
Aston Martin	2/24,000	No	No	No	No
Jaguar	4/50,000	4/50,000	6/unlimited	Yes	No
Lotus	3/unlimited	3/unlimited	8/unlimited*	No	No
Range Rover	3/42,000	3/36,000	6/unlimited	Yes	No
Rolls-Royce	3/unlimited	3/unlimited	3/unlimited	Yes	No
Italy Alfa Romeo†	3/36,000	3/36,000	6/60,000	Yes	No
Ferrari	2/unlimited	No	No	No	No
Maserati	2/24,000	2/24,000	2/24,000	Yes	No
Sweden, Saab	3/40,000	6/80,000	6/unlimited	Yes	$150**
Volvo	3/50,000	3/50,000	8/unlimited	Yes	No
Yugoslavia Yugo†	1/12,000	4/40,000	3/unlimited	Yes	$25

*Includes captive imports
†Basic coverage includes scheduled maintenance
‡For warranty repairs on drivetrain after 1/12,000 coverage expires
*7/100,000 for 3000GT, Galant, Eclipse and Mirage
‡6/unlimited for Elan
**For warranty repairs after 3/40,000 coverage expires

Automakers revise warranty coverage

Domestic automakers overhauled their warranty coverage for the 1992 model year, revising terms and dropping deductibles to bring them closer in line with coverage offered by importers.

Changes by Japanese manufacturers were confined primarily to corrosion coverage. Among the changes:

- General Motors changed basic coverage and powertrain warranties to 3 years/36,000 miles from 3 years/50,000 miles for Chevrolet, Pontiac, Buick and Oldsmobile vehicles, but eliminated a $100 deductible for warranty repairs after 1 year/12,000 miles. Basic coverage for Cadillac is 4 years/50,000 miles. Powertrain warranty for Allante runs for 7 years/100,000 miles.
- Ford Motor Co. increased basic coverage to 3 years/36,000 miles from 1 year/12,000 miles for all Ford and Mercury cars.

The company dropped a $50 deductible.

- Chrysler Co.p. offers buyers a choice of warranty coverage terms. Buyers can choose between 1-year/12,000-mile basic and 7-year/70,000-mile powertrain coverage or 3-year/36,000-mile basic and powertrain coverage. Slightly different terms are offered on captive imports and the Plymouth Laser and Eagle Talon.

— Dale Jewett

Service business declines

DETROIT — Parts and service business fell sharply in October from a year earlier as the Automotive News Service Index plunged to 94.0, its lowest point in more than 2½ years.

It was the fifth time in the last six months that service business lagged behind year-ago totals. Through 10 months of this year, service business was 98.7 percent of that for the same period in 1990.

The downward trend continued despite conventional wisdom that has owners coping with a recession by servicing their existing vehicles rather than buying new ones.

"The conventional wisdom is not always right," said John Tyson, vice president of corporate relations for SPX Corp. of Muskegon, Mich., a maker of repair parts and tools.

"People today don't feel good about the economy and they're not fixing their cars unless it absolutely quits," said Tyson, whose firm's brand names include Bear Automotive and Kent-Moore.

For October, all five categories in the index showed declines. Shop parts sales were off 8.8 percent, with sales of all parts and accessories down 6.8 percent and total labor sales falling 6.4 percent.

For the January through October period, only repair orders written show an increase, up 0.3 percent. Sales of all parts and accessories posted the largest decline for the 10-month period, off 1.7 percent.

None of the dealers surveyed who reported declines offered additional comment. Among the few noting increases, reasons cited included closure of other area dealerships, cost-cutting efforts and an increase in labor rates.

Figures used in the Automotive News Service Index are compiled from monthly reports on service and parts business from a cross-section of new-car dealerships.

SERVICE INDEX
94.0*

	Oct., '91 vs. Oct., '90	Jan.-Oct., '91 vs. Jan.-Oct., '90
Gross Profit on All Labor and P&A Sales	– 4.2%	– 1.1%
Repair Orders Written	– 1.5%	+ 0.3%
Total Labor Sales (Customer & Warranty)	– 6.4%	– 0.6%
Shop Parts Sales (Customer & Warranty)	– 8.8%	– 1.4%
Sales of All P&A	– 6.8%	– 1.7%

* Survey by Automotive News shows that dealers' service and parts business in October 1991 was 94.0 percent of business in October 1990. Service business in the first 10 months of 1991 was 98.7 percent of business in the corresponding period in 1990.

Virginia man presses case against destination charge

LINDSAY CHAPPELL
Staff Reporter

The factory destination charge on a new car's window sticker is supposed to be non-negotiable.

But someone out there wants to change that.

Stewart Pierce, a retired federal transportation manager, thinks carmakers are padding the charges and pocketing the difference. The Richmond, Va., man is filing his second lawsuit for a refund on charges he paid in his own new-car purchases.

Manufacturers average out the costs of moving all cars from factory to dealer lots so that consumers in Oregon pay the same shipping cost as consumers in Florida. Dealers turn the money over to the manufacturer, and theoretically neither makes money on it.

So far, though, the auto industry seems to be losing its argument with Pierce. Besides winning a settlement in his own case, Pierce has helped two other consumers win refunds in out-of-court settlements in the past two years. He's provided assistance to about 20 other consumers, and now he is trying to enlist the Senate Commerce Committee to rewrite the laws that govern destination charges.

Pierce, who helped write federal regulations on interstate commerce tarrifs 20 years ago, has no beef with the practice of averaging the costs. But he alleges that carmakers are inflating the averages and even including other costs in them, such as the expense of transporting parts to assembly plants.

He says Chrysler Corp. asks $485 to deliver a Plymouth Acclaim to a dealer when actual cost is $104.

"How does he know that's what it really cost?" asked a Chrysler spokesman, who couldn't confirm the $104 figure.

The Chrysler spokesman noted that distribution costs include more than just transportation from factories to dealerships. Cars usually move from plants to marshalling yards and sometimes to distribution centers before showing up at dealerships.

Pierce says even all that doesn't add up to what manufacturers charge.

He is currently suing Ford Motor Co. for a refund on the $490 he paid to buy a Taurus sedan made in Atlanta. The suit claims he should have paid less than $310.

A Ford spokeswoman says the company makes no money on its charges and predicts that the case will not get far.

Five years ago, after buying a 1986 Buick Century, he sued General Motors over the same thing. GM settled out of court, but not before a company executive had responded in a legal document connected with the case that the cost of parts shipping is included in GM's final destination charges.

In 1989, Pierce helped another consumer sue Chrysler for a refund, and settled that case out of court. He then helped an Illinois man sue Chrysler for another refund.

No sponsor has stepped forward for his proposed bill so far, which would require carmakers to limit destination charges to their actual cost and require the real cost to be spelled out on window stickers.

Honda world HQ may be in U.S.

Move could quell political pressure

RICHARD JOHNSON
Staff Reporter

TOKYO — Is Honda Motor Co. seriously considering moving its world headquarters to the United States, where the Japanese automaker sells two cars for every one it sells in Japan?

Honda President Nobuhiko Kawamoto said recently that the automaker was working to spin off a separate global headquarters to supervise regional subsidiaries around the world. That headquarters could be anywhere, including the United States, he said.

Some observers here think that Honda might go ahead — if for no other reason than political pressure in the United States.

Meanwhile, Kawamoto said he is committed to an even more independent Honda operation in the United States. He said that Honda would like to move product development for its upscale Acura franchise to America.

Kawamoto touched off speculation about Honda moving some headquarters functions to the United States during the Tokyo Motor Show in October.

In a speech, he said "the world headquarters function, which is now part of Honda Motor Co. in Japan, should evolve . . . to become a separate function."

Asked later if that meant the headquarters could be in America, he remarked "Everything is open. If the central area of business becomes the United States, we could move to the U.S."

The question has long been posed rhetorically in the United States: "If you're so American, why not move your headquarters to the United States?"

"It's a possibility," said analyst Stephen C. Usher of Kleinwort Benson International in Tokyo. "From a political standpoint, it wouldn't hurt."

Honda not only sells more cars in the United States than it does in Japan, but operates three assembly plants in North America.

Yet, the company is locked in a struggle to convince Americans that its ballyhooed "Americanization" is genuine.

The U.S. Customs Department is investigating whether Honda improperly avoided customs duties for cars it imported from Canada by producing cars with less than 50 percent North American content. Transferring a global supervisory role to the United States could send a powerful message, and one Honda official here conceded "that could be a factor."

Kawamoto said that while he is splitting up the Tokyo headquarters function, he is not ready to commit to putting the company's overseers overseas.

"What I'm trying to do is change the headquarters in this country to see how we can change and also decide the concrete time," he said.

Kawamoto interview ➤ 2i

"I'm thinking about how we can separate the domestic market operations from the headquarters. These were jointly operated for 40-some years, so it is not easy to separate. But we've started."

Kawamoto said the move toward independent operations in the United States is well underway and added: "If this is successful I think it is rather easy to move to anywhere in the world."

He said the new headquarters must take more responsibility for coordinating worldwide operations. Honda officials here say the framework of the corporate restructuring that Kawamoto launched earlier this year is still being worked out.

"Our headquarters here still doesn't have a clear perception of what a global headquarters should be," said one official.

"We are in a transition stage," said a Honda spokesman. "We are dividing Honda in Japan in two — Japanese headquarters and a headquarters with a global function. But that doesn't mean we are going to put it in the United States."

Usher said he is not sure moving the world headquarters is warranted.

"They've done an adequate job of managing the global enterprise from Japan," he said.

"You don't see IBM setting up a global management structure in Europe. All of General Motors' profits come from Europe, but they are not going to move out of Detroit."

The Japanese company's new regional product strategy calls for "self-reliant" localized development, engineering, sales and production in the United States, Europe and Japan.

Under the regional strategy, Honda will hatch the Accord-based Synchro sedan that will be produced in the United Kingdom next fall. The Accord station wagon was developed in the United States with U.S. consumers in mind.

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CANADIAN CAR AND TRUCK SALES

NOVEMBER 1991

	November 1991	November 1990	11 mos. 1991	11 mos. 1990
BMW (imported car)	**374**	**312**	**4,073**	**3,742**
N.A. Car	5,657	5,398	87,566	92,587
Imported Car	1,352	1,128	17,099	14,257
N.A. Truck	7,446	5,689	88,517	79,495
Imported Truck	69	75	1,540	1,468
CHRYSLER	**14,524**	**12,290**	**194,722**	**187,807**
N.A. Car	8,448	8,649	132,384	138,522
Imported Car	368	804	6,351	6,553
N.A. Truck	7,573	7,520	93,614	112,988
FORD	**16,389**	**16,973**	**232,349**	**258,063**
N.A. Car	18,763	20,513	264,417	279,055
Imported Car*	1,067	390	7,122	5,773
N.A. Truck	9,439	9,229	126,701	135,579
Imported Truck	429	506	3,549	3,979
GM	**29,698**	**30,638**	**401,789**	**424,386**
N.A. Car	2,003	1,680	26,115	31,669
Imported Car	4,846	5,441	73,356	63,274
HONDA	**6,849**	**7,121**	**99,471**	**94,943**
N.A. Car	278	471	4,952	5,918
Imported Car	1,334	1,139	15,841	15,022
HYUNDAI	**1,612**	**1,610**	**20,793**	**20,940**
JAGUAR (imported car)	**55**	**50**	**687**	**968**
Imported Car	69	40	643	583
Imported Truck	16	48	174	236
LADA	**85**	**88**	**817**	**819**
LAND ROVER (imported truck)	**18**	**9**	**145**	**55**
N.A. Car	201	485	5,444	4,228
Imported Car	1,877	1,150	27,545	23,912
Truck**	1,410	1,378	20,406	17,840
MAZDA	**3,488**	**3,013**	**53,395**	**45,980**
MERCEDES-BENZ (imported car)	**221**	**325**	**3,218**	**3,833**
N.A. Car	471	721	8,317	1,308
Imported Car	1,608	1,627	20,851	21,935
Truck**	922	1,046	12,139	13,368
NISSAN	**3,001**	**3,394**	**41,307**	**36,611**
PEUGEOT (imported car)	**6**	**11**	**146**	**109**
SUBARU (imported car)	**767**	**651**	**7,835**	**7,150**
N.A. Car	11	34	1,173	401
Imported Car	257	421	5,285	6,692
N.A. Truck	186	191	3,410	1,836
Imported Truck	137	297	3,755	4,969
SUZUKI	**591**	**943**	**13,623**	**13,898**
N.A. Car	1,232	1,277	18,713	12,127
Imported Car	4,411	4,093	52,024	59,974
Imported Truck	1,771	1,308	18,982	16,172
TOYOTA	**7,414**	**6,678**	**89,719**	**88,273**
Imported Car	2,400	3,042	31,691	33,088
Imported Truck	46	35	852	842
VOLKSWAGEN	**2,446**	**3,077**	**32,543**	**33,930**
N.A. Car	98	148	1,477	3,059
Imported Car	170	207	2,530	2,253
VOLVO	**268**	**355**	**4,007**	**5,312**
N.A. Car	**37,162**	**39,376**	**558,558**	**568,874**
Imported Car	**21,182**	**20,831**	**276,297**	**269,118**
TOTAL CAR	**58,344**	**60,207**	**826,855**	**837,992**
N.A. Truck	**24,644**	**22,629**	**312,242**	**329,898**
Imported Truck	**4,818**	**4,702**	**61,542**	**58,929**
TOTAL TRUCK	**29,462**	**27,331**	**373,784**	**388,827**
TOTAL CANADA SALES	**87,806**	**87,538**	**1,200,639**	**1,226,819**

*Includes Passport and Saab sales.
**Break down of N.A.-built and imported sales not available.
NOTE: N.A. sales are cars and trucks built in the United States and Canada.
Source: Automotive News Data Center and Assn. of Intl. Automobile Mfrs. of Canada

Canada's Nov. light-truck, car sales show little gain

ANNE E. WRIGHT
Chief Statistician

Canada's light-duty vehicle sales in November were up 0.3 percent over 1990 as the up-again down-again pattern continued.

Since July, light-vehicle sales have consistently been up one month and down the next with both cars and trucks reflecting the same pattern.

But in November, truck sales were up and car sales continued to slip.

Truck sales rose 7.8 percent in November over the year-ago month and 2.5 percent over October.

For the calendar year, truck sales are down 3.9 percent from the same period in 1990.

Each of the Big 3 reported increases in truck sales as did Toyota and Mazda.

Toyota led the pack with a 35.4 percent increase. Chrysler gained 30.4 percent, followed by modest gains from Mazda, General Motors and Ford.

Car sales declined for the second month in a row. They were 3.09 percent below the year-ago month and off 10.7 percent from October.

Year-to-date car sales trail 1990 by 1.3 percent.

In addition to the strong increase in truck sales, Chrysler's automobile sales were up 7.4 percent in November.

Six importers reported vehicle gains for the month: BMW, 19.9 percent; Subaru, 17.8 percent; Mazda, 15.8 percent; Toyota, 11.0 percent; Jaguar, 10.0 percent; and Hyundai, 0.1 percent.

Importers suffering vehicle loses for the month included Mercedes-Benz, down 32.0 percent; Suzuki, 37.3 percent; Volkswagen, 20.5 percent; and Volvo, 24.5 percent.

Land Rover's sales were up 100 percent based on the sale of 18 vehicles, while Lada's sales were down 3.4 percent on sales of 85 vehicles.

Mitsubishi prices '92 Montero

Mitsubishi Motor Sales of America announced pricing last week for its redesigned 1992 Montero. The vehicle goes on sale in January.

Four models will be offered: the base model carries a $17,929 sticker price; RS, $19,599; SR, $22,429, and LS, $23,019.

Standard equipment on all four models includes the Active Trac shift-on-the-fly four-wheel-drive system, 3.0-liter single overhead cam V-6 engine, four-wheel power disc brakes and five-speed manual transmission on the base, RS and LS models. A four-speed automatic transmission is standard on the SR model. AN

U.S. CAR AND LIGHT-TRUCK SALES PER DEALER

Make	Car	Truck	Dec. Total	Nov. Total
Saturn	73	—	73	73
Lexus	58	—	58	64
Toyota	41	16	57	70
Honda	48	—	48	61
Ford	17	22	40	43
Acura	37	—	37	44
Nissan	23	10	34	41
Mitsubishi	28	5	33	33
Chevrolet	16	16	32	36
Mazda	17	10	27	30
Infiniti	24	—	24	23
Dodge	9	13	22	25
Hyundai	17	—	17	18
Buick	15	—	15	15
Pontiac	12	1	13	14
Cadillac	13	—	13	12
Isuzu	2	11	12	12
Mercedes	12	—	12	14
Oldsmobile	11	1	12	13
BMW	12	—	12	13
Volvo	11	—	11	12
Plymouth	5	5	10	12
Mercury	10	—	10	14
Jeep	—	10	10	10
GMC	—	9	9	10
VW	8	0	9	10
Lincoln	8	—	8	8
Subaru	7	—	7	14
Suzuki	2	4	6	6
Saab	5	—	5	5
Chrysler	5	0	5	4
Range Rover	—	5	5	3
Jaguar	5	—	5	7
Eagle	3	—	3	4
Audi	3	—	3	3
Daihatsu	2	1	2	3
Yugo	2	—	2	2
Alfa Romeo	1	—	1	1
Porsche	1	—	1	1
Peugeot	1	—	1	1
Sterling	0	—	0	1

SALES

November totals decline 6.6 percent

continued from PAGE 3

It will be four to six months before we can assess the real impact of the Camry on the Accord," Cedergren said.

To beat Honda, Toyota will first have to knock off Ford Motor Co. and the Taurus.

The 1992 Taurus, which was revamped this fall, saw sales rise 4.9 percent in November to 23,041 units.

The No. 4 player in the segment, the Chevrolet Lumina, saw a tiny increase of 1.1 percent, to 14,059 units.

Some people blame the segment's problems on the recession, saying it has scared away the bread-and-butter buyers.

"Mr. and Mrs. Middle-Class America, the folks we rely on, are completely out of the market," said Don Hicks, owner of Hyundai, Subaru and Suzuki dealerships in a Denver suburb.

"The people that are coming in are the people that have no business buying a car.

"They have bad credit, no down payment, and they owe a lot more on their car than it's worth," Hicks said.

Hicks' Subaru store is the third-highest volume Subaru dealership in the country.

Subaru's entry in the intermediate segment, the Legacy, also struggled during November. Legacy sales for the month fell 44.3 percent. AN

Winter aids sales of Range Rovers

KAREN DETKOWSKI
Statistician

Of the 41 makes sold in the United States, only four reported increases in the *Automotive News* sales-per-dealer calculation for November.

Infiniti, Cadillac and Chrysler saw average sales rise by a unit, and the average Range Rover dealer sold five luxury sport utilities in November, two units better than October.

Every other line either held the same as October or declined in line with the seasonal pattern.

Range Rover's share of U.S. sales is tiny, but 379 sales made November the brand's best month for 1991.

"Our dealers worked real hard. This is 4x4 season," said spokesman Bill Baker of Range Rover of North America Inc.

Charles R. Hughes, president of the importer, credited the weather. "The weather is a considerable factor, as snow began falling four-wheel drive became a consumer priority."

Saturn Corp. remains number one in sales-per-dealer for any make that is sold in the United States.

The company sold 73 units per dealer in November, the same total as Saturn sold in October.

Saturn sales of 8,355 in November were off 9.7 percent from October, the highest sales reported by the company.

In November 1990, Saturn's first official month of sales, it recorded 641 units. AN

IMPORTED CAR SALES, NOVEMBER & YTD

	Nov. 1991	Nov. 1990	11 Mos., 1991	11 Mos., 1990
Integra	3,705	5,122	60,413	79,091
Legend	6,124	2,889	61,110	48,490
NSX	73	296	1,836	831
Vigor	1,142	0	10,263	0
ACURA	**11,044**	**8,307**	**133,622**	**128,421**
Milano	0	2	5	45
Spider	30	81	1,256	1,792
164	141	175	2,035	1,338
ALFA ROMEO	**171**	**258**	**3,296**	**3,175**
ASTON MARTIN*	**5**	**5**	**55**	**55**
4000	0	0	0	1
5000	0	0	0	12
80	182	218	1,772	4,172
90	114	199	1,026	3,164
V8 Quattro	56	164	495	1,715
Coupe Quattro	38	44	313	800
100/200	431	475	6,576	8,231
100/200 Quattro	102	179	932	1,662
AUDI	**923**	**1,279**	**11,114**	**19,757**
3 series	2,710	2,075	25,465	26,555
5 series	1,005	2,084	15,147	19,624
635 CSi	0	7	9	244
7 series	375	1,153	4,945	9,231
850i	89	2	1,444	4
M3	20	55	357	708
M5	86	48	437	392
M6	0	0	0	6
BMW	**4,285**	**5,424**	**47,804**	**56,784**
Geo Storm	3,446	4,397	72,277	82,020
Geo Metro (Import)	633	1,558	11,924	40,750
Geo Metro (Domestic)	*7,720*	*8,652*	*68,910*	*43,546*
CHEVROLET/GEO	**4,879**	**5,956**	**84,281**	**122,770**
Colt	1,627	2,848	26,044	37,095
Conquest	0	0	0	896
Medallion	0	0	0	475
Stealth	1,314	1,182	17,107	2,158
Summit (Import)	1,099	491	9,114	11,987
Summit (Domestic)	*680*	*436*	*7,840*	*558*
Vista	744	506	8,313	4,904
TC	0	166	1,077	3,141
CHRYSLER MOTORS	**4,784**	**5,193**	**61,655**	**80,656**
DAIHATSU	**488**	**583**	**5,773**	**10,066**
FERRARI*	**88**	**80**	**880**	**888**
FORD Festiva	**4,783**	**2,944**	**38,143**	**50,132**
Civic/CRX (Import)	6,896	11,518	67,792	75,907
Civic (Domestic)	*10,935*	*15,067*	*147,802*	*179,137*
Accord (Import)	5,981	13,901	70,981	123,179
Accord (Domestic)	*20,828*	*25,338*	*303,689*	*263,013*
Prelude	2,498	1,905	24,383	35,745
HONDA	**15,375**	**27,324**	**163,156**	**234,831**
Excel	4,037	6,828	62,468	93,165
Sonata	1,164	1,526	20,060	26,748
Scoupe	1,269	2,133	25,431	4,502
Elantra	1,540	0	2,660	0
HYUNDAI+	**8,819**	**10,487**	**110,619**	**124,415**
M30	350	420	6,049	7,801
Q45	792	1,103	13,640	10,610
G20	890	1,255	13,057	2,471
INFINITI	**2,041**	**2,778**	**32,746**	**20,882**
I-Mark	2	46	98	1,247
Impulse	132	482	2,948	2,898
Stylus	799	277	9,208	1,030
ISUZU	**933**	**805**	**12,254**	**5,175**
XJ6	432	1,018	6,171	12,316
XJS	182	326	2,512	4,208
JAGUAR	**614**	**1,344**	**8,683**	**16,524**
LAMBORGHINI*	**13**	**13**	**143**	**143**
ES250	3,049	1,864	19,102	18,939
LS400	2,536	3,983	34,021	37,852
SC400	1,701	0	9,389	0
LEXUS	**7,286**	**5,847**	**62,512**	**56,791**
LOTUS*	**27**	**27**	**297**	**297**
MASERATI*	**20**	**20**	**220**	**220**
323	1,369	2,107	17,004	21,345
Protege	4,012	4,411	49,907	43,825
626 (Import)	233	764	11,512	19,461
626 (Domestic)	*3,735*	*2,754*	*53,635*	*41,014*
MX-6 (Import)	48	10	1,653	212
MX-6 (Domestic)	*695*	*1,576*	*20,132*	*26,913*
MX-5 Miata	1,151	2,381	30,030	33,734
MX-3	1,816	0	2,820	0
929	1,690	1,111	14,247	15,881
RX-7	273	485	6,682	9,333
MAZDA	**10,392**	**11,288**	**133,885**	**143,981**
190 class	956	1,183	12,743	12,992
300 class	1,677	2,401	17,252	24,598
S class	1,689	2,166	16,401	21,965
Sl Coupe/Roadster	492	881	6,968	8,284
Tourist	79	63	748	1,348
MERCEDES-BENZ	**4,993**	**5,894**	**54,112**	**69,217**
Tracer	2,312	4,080	42,169	30,929
Capri	2,512	1,355	19,506	7,054
XR4Ti	0	0	0	198
Scorpio	0	0	0	2,424
MERCURY	**4,824**	**5,435**	**61,675**	**48,605**
Starion	0	0	0	18
Diamante	1,677	0	13,681	0
Mirage (Import)	290	2,009	17,552	46,924
Mirage (Domestic)	*2,549*	*98*	*18,534*	*137*
Galant	3,847	2,344	36,098	38,301
Sigma	2	26	149	1,549
Precis	330	209	2,911	4,461
3000GT	917	648	10,876	870
Expo LRV	434	0	1,412	0
Expo	754	0	2,477	0
Wagon	2	45	203	1,143
MITSUBISHI	**5,253**	**5,281**	**85,359**	**93,286**
Sentra (Import)	2,903	1,566	29,522	47,508
Sentra (Domestic)	*8,172*	*9,328*	*104,421*	*100,903*
Pulsar	0	13	33	3,832
NX	764	0	7,561	0
Stanza	3,813	4,066	68,970	73,080
Maxima	6,725	8,693	92,288	92,233
240SX/200SX	1,498	4,622	29,447	53,447
300ZX	873	1,655	14,105	20,432
Hawaii	1,433	670	3,922	3,849
NISSAN	**18,909**	**21,285**	**245,828**	**294,381**
PEUGEOT	**86**	**295**	**3,482**	**3,949**
PONTIAC LeMans	**1,155**	**1,339**	**32,184**	**37,291**
924S/944	0	4	0	180
944	0	0	0	56
944S/Cabriolet	30	149	814	2,207
944 Turbo	0	4	0	471
911 Carrera 2	177	301	1,945	3,213
911 Turbo	19	0	392	8
911 Carrera 4	38	130	716	1,651
928S4/GT	11	46	250	553
PORSCHE	**275**	**634**	**4,117**	**5,328**
ROLLS/BENTLEY*	**22**	**190**	**588**	**1,880**
900	338	284	4,244	4,305
900S	483	349	6,269	5,686
900 Turbo	259	364	4,447	6,168
9000S	302	183	4,046	2,042
9000CD	166	283	2,833	3,145
9000 Turbo	184	145	2,091	2,753
Tourist	1	7	89	151
SAAB	**1,733**	**1,815**	**24,019**	**24,258**
STERLING	**9**	**295**	**2,744**	**3,788**
Legacy (Import)	604	2,079	15,339	43,579
Legacy (Domestic)	*1,789*	*2,221*	*47,457*	*12,356*
Loyale	2,067	2,614	27,777	28,077
XT/XT6	25	90	1,463	1,164
Justy	349	913	6,378	13,438
SVX	295	0	1,285	0
SUBARU	**3,348**	**5,896**	**51,958**	**57,331**
Swift (Import)	456	431	4,539	6,246
Swift (Domestic)	*35*	*0*	*660*	*0*
SUZUKI	**456**	**431**	**4,539**	**6,246**
Corolla (Import)	4,558	6,672	51,253	83,239
Corolla (Domestic)	*11,475*	*10,163*	*130,365*	*125,118*
Paseo	2,514	0	20,185	0
Tercel	6,342	7,638	93,225	81,985
Celica	2,830	5,216	56,931	73,466
Supra	149	380	3,415	6,064
Camry (Import)	6,021	5,154	65,807	65,420
Camry (Domestic)	*13,347*	*13,128*	*175,462*	*195,364*
Cressida	478	1,101	9,123	11,768
MR2	464	1,089	9,146	13,327
TOYOTA	**23,358**	**27,250**	**309,085**	**335,299**
Cabriolet	253	365	5,202	7,244
Corrado	231	477	4,041	5,233
Jetta	2,290	3,082	35,991	56,641
Golf/GTI	951	1,174	13,575	16,302
Passat	1,037	2,385	15,243	15,916
Quantum	0	0	2	31
Scirocco	0	0	0	12
Fox	1,278	1,208	12,641	21,560
VOLKSWAGEN	**6,848**	**8,881**	**86,896**	**121,995**
240 series	1,610	1,825	22,430	29,894
700 series	1,892	2,793	27,968	51,886
940 series	954	320	13,093	382
Tourist	16	29	431	933
VOLVO+	**4,472**	**5,132**	**63,922**	**83,934**
YUGO	**283**	**584**	**2,744**	**6,199**
IMPORT TOTAL	**152,479**	**180,509**	**1,944,958**	**2,272,444**

*Estimate + Includes units produced in Canada NOTE: Domestic cars not included in imported totals.

Compiled by Karen Detkowski

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DOMESTIC AND IMPORTED CAR & LIGHT-TRUCK INVENTORIES

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Units	Days' Supply Dec. 1, 1991	Nov. 1, 1991
ALFA ROMEO (imp.)	1,500	226	181
Acura (imp.)	32,106	73	74
Domestic car	71,800	57	39
Imported car	42,700	69	67
Honda	114,500	61	47
AMERICAN HONDA	146,600	56	47
BMW (imp.)	15,200	89	73
Summit	4,200	153	140
Talon	12,000	150	131
Premier	2,500	77	80
Wrangler (trk.)	16,300	122	100
Cherokee (trk.)	41,200	92	105
Comanche (trk.)	2,500	114	128
Total Jeep-Eagle	18,700	134	129
Total Jeep-Eagle (imp.)	0	0	184
Total Jeep-Eagle (trk.)	80,000	109	104
Laser	15,200	236	126
Sundance	10,300	46	71
Acclaim	15,100	52	48
Voyager (trk.)	43,300	80	70
Total Plymouth	48,600	78	66
Total Plymouth (trk.)	43,300	80	70
LeBaron A	7,900	48	49
LeBaron J	5,100	44	75
Fifth Avenue	8,700	50	62
Imperial	2,400	61	47
New Yorker C	3,300	41	30
Town & Country (trk.)	1,800	65	46
Total Chrysler	27,400	48	51
Total Chrysler (imp.)	22,300	235	237
Total Chrysler (trk.)	1,800	65	46
Shadow	16,500	62	71
Monaco	1,100	71	70
Daytona	6,300	105	126
Spirit	14,700	52	48
Dynasty	13,800	42	34
Vans (trk.)	12,600	119	100
Ram Wagon (trk.)	1,700	43	35
Caravan (trk.)	43,900	66	59
Caravan C/V (trk.)	1,400	69	85
Ram 50 (imp. trk.)	4,100	193	200
Ramcharger (trk.)	1,700	108	126
Dakota (trk.)	34,000	105	115
Pickups (trk.)	28,300	114	114
Total Dodge	92,500	85	92
Total Dodge (imp.)	8,800	108	73
Total Dodge (trk.)	123,600	86	85
Total domestic car	136,200	62	61
Total imported car	31,100	310	117
Total domestic truck	225,700	80	86
CHRYSLER CORP.	380,600	80	76
Imported car	700	42	39
Imported truck	100	10	20
DAIHATSU	800	36	33
Escort	72,000	116	107
Mustang	22,900	87	112
Tempo	28,900	49	48
Taurus	57,400	82	91
Thunderbird	16,900	78	73
Probe	21,700	176	124
Crown Victoria	23,700	136	109
Vans (trk.)	35,700	116	112
Aerostar (trk.)	12,200	28	94
Club Wagon (trk.)	4,100	56	62
Ranger (trk.)	76,400	116	122
Bronco (trk.)	6,500	80	94
Explorer (trk.)	57,500	63	68
Pickups (trk.)	108,100	78	96
Total Ford Div.	243,400	84	75
Total Ford Div. (imp.)	11,200	59	63
Total Ford Div. (trk.)	309,500	78	84
Topaz	10,000	54	48
Sable	21,000	63	53
Cougar	10,400	94	77
Grand Marquis	22,000	104	65
Total Mercury	64,000	75	59
Total Mercury (imp.)	29,300	105	89
Continental	6,600	55	44
Town Car	20,000	57	78
Mark VII	2,200	90	91
Total Lincoln	28,800	58	57
Total L-M Div.	93,400	69	62
Total domestic car	336,800	79	73
Total imported car	31,500	107	78
Total domestic truck	309,500	78	84
FORD MOTOR CO.	668,000	78	82
Somerset/Skylark	17,200	152	167
Century	22,400	63	40
Regal	30,000	121	92
LeSabre	22,600	33	64
Roadmaster	13,400	90	64
Reatta	300	156	92
Electra/Park Ave.	29,100	95	90
Riviera	3,000	95	63
Total Buick	129,000	72	70
Allante	1,300	385	221
Seville	5,400	62	73
DeVille	31,700	54	58
Brougham	10,000	107	241
Eldorado	5,000	78	82
Total Cadillac	54,000	64	73
Geo Prizm	16,000	60	77
Cavalier	51,000	92	85
Camaro	18,100	102	91
Corsica/Beretta	25,000	40	34
Lumina	48,600	86	48
Caprice	31,100	127	101
Corvette	5,400	104	90
Vans (trk.)	33,600	162	112
Sportsvan (trk.)	1,000	81	31
Geo Tracker (trk.)	9,000	123	97
Astro (trk.)	20,900	63	40
Lumina APV (trk.)	14,300	116	79
S10 (trk.)	74,000	143	112
S10 Blazer (trk.)	25,400	65	65
Blazer (trk.)	1,200	114	89
Suburban (trk.)	4,300	75	102
Pickups (trk.)	123,500	100	110
Total Chevrolet	197,200	68	58
Total Chevrolet (imp.)	60,100	368	318
Total Chevrolet (trk.)	367,800	104	94
Calais	5,800	122	82
Cutlass Ciera	20,900	51	41
Cutlass Supreme	28,600	124	106
Eighty Eight	28,000	70	77
Ninety Eight	17,100	100	78
Toronado	1,700	93	92
Silhouette (trk.)	4,300	59	94
Bravada (trk.)	3,300	46	112
Total Oldsmobile	102,100	78	71
Total Oldsmobile (trk.)	7,600	54	102
Sunbird	18,900	78	72
Firebird	6,200	137	93
Grand Am	31,800	67	86
Pontiac 6000	900	96	70
Grand Prix	23,800	79	55
Bonneville	27,000	81	91
Trans Sport	6,300	101	73
Total Pontiac	110,000	78	78
Total Pontiac (imp.)	4,500	97	91
Total Pontiac (trk.)	8,300	101	73
Vans (trk.)	1,200	12	122
Safari (trk.)	7,900	67	86
S15/Sonoma (trk.)	20,100	141	119
S15 Jimmy (trk.)	9,400	98	94
Jimmy (trk.)	2,700	359	290
Suburban (trk.)	4,600	152	103
Pickups (trk.)	38,700	104	98
Total GMC (trk.)	84,000	100	105
Total Saturn	28,100	69	73
Total domestic car	613,000	71	67
Total imported car	64,600	267	229
Total domestic truck	469,300	101	96
GENERAL MOTORS	1,085,900	85	79
HYUNDAI (imp.)	28,500	89	79
Imported car	7,600	203	197
Truck (dom./imp.)	39,300	153	159
ISUZU	46,900	39	194
JAGUAR (imp.)	2,000	112	54
Domestic car	24,100	136	125
Imported car	29,200	68	57
Truck (dom./imp.)	24,800	72	63
MAZDA	77,100	92	71
MERCEDES-BENZ (imp.)	13,300	68	64
Domestic car	22,700	96	132
Imported car	36,100	109	61
Imported truck	9,500	101	92
MITSUBISHI	68,300	103	96
Infiniti (imp.)	5,000	72	72
Domestic car	32,400	99	111
Imported car	80,800	112	94
Truck (dom./imp.)	40,700	90	68
Nissan	153,900	103	88
NISSAN MOTOR CORP.	159,000	101	87
PEUGEOT (imp.)	100	35	25
PORSCHE (imp.)	1,100	97	85
RANGE ROVER (imp. trk.)	1,200	82	110
SAAB (imp.)	5,000	72	73
STERLING (imp.)	0	0	0
Domestic car	24,800	347	100
Imported car	25,100	188	167
SUBARU	49,900	242	135
Car (dom./imp.)	2,700	149	96
Truck (dom./imp.)	6,000	115	101
SUZUKI	8,700	121	97
Lexus (imp.)	5,000	29	17
Domestic car	21,100	21	16
Imported car	38,400	41	31
Imported truck	34,000	44	36
Toyota	93,500	36	27
TOYOTA MOTOR SALES	99,300	33	26
Audi (imp.)	6,000	179	186
Volkswagen (imp.)	31,000	132	113
VW-Audi	38,000	136	119
VOLVO (imp.)	21,700	121	122
YUGO (imp.)	800	78	78
Domestic car	1,285,700	71	66
Imported car	561,900	92	79
TOTAL CAR	1,847,600	76	69
Domestic truck	941,600	98	90
Imported truck	155,400	78	66
TOTAL TRUCK	1,096,600	88	84
TOTAL STOCK	2,945,000	80	75

Mazda readies domestic fleet

LINDSAY CHAPPELL
Staff Reporter

The race to build the first "Americanized" Japanese car now has an unexpected front runner — Mazda Motor Corp.

Mazda Motor Manufacturing (U.S.A.) Corp., the automaker's U.S. assembly subsidiary, says it will create a domestic fleet of vehicles next year at its Flat Rock, Mich., auto plant.

When new versions of its 1993 MX-6 and 626 start down the Flat Rock assembly lines early next year, they will contain more than 75 percent domestic content — a fact that will separate them from Mazda's "import fleet" for federal fuel-efficiency monitoring.

The change will mean little in day-to-day industry terms. But it will be a noteworthy milestone in the increasingly tense world of U.S.-Japanese trade relations.

Despite a decade of appeals from U.S. parts suppliers for more business, no Japanese carmaker has incorporated enough U.S. componentry to warrant the "domestic fleet" label from the Environmental Protection Agency.

Some transplants have walked very near the 75-percent line in the past two years, and individual cars have crossed it, but no Japanese car line has yet been considered domestic. In most cases, the Japanese manufacturers still import some of the vehicles they make in the United States. The Japanese versions, with much lower levels of U.S. content, are averaged together with the U.S. version to arrive at the content of the entire model.

Mazda stopped importing its MX-6 and 626 earlier this year, meaning the newly remodeled Flat Rock cars will stand on their own. Mazda plans to apply for domestic-fleet status with the EPA.

Honda of America Manufacturing Inc. reached 75 percent on its Accord made in Marysville, Ohio, this year. But that car also is imported in a version that contains very little U.S. content, which drags the whole fleet below the 75 percent average.

Toyota Motor Manufacturing U.S.A. Inc. expects to hit the 75 percent mark on its Georgetown, Ky.-built Camry next year. But that car is also imported.

Other lines have similarly come close. Nissan Motor Corp. makes a Sentra in Smyrna, Tenn., that is 74.6 percent domestic. Isuzu Motors Ltd. builds its Rodeo sport-utility in Lafayette, Ind., and reached 73 percent this year.

Mazda projects that its cars will weigh in at 76 or 77 percent domestic next year, an increase from about 70 percent last year. But a company spokesman cautioned that final numbers would not be known until the end of the 1993 model year because the figure depends on the sales mix of various options and their sources.

Mazda's projections surprise some observers because the company expects to surpass the 75 percent mark even if it doesn't source drivetrains — the most expensive component of a car — in the United States. The Mazda spokesman said the company may add Ford-built engines and transmissions to some cars, which would raise the figure further.

Mazda plans to double its use of parts stamped from U.S. steel. Other U.S.-made components next year will include air bags, glass, brakes and catalytic convertors.

Most of the other transplants near the 75-percent level use U.S.-built engines. Honda operates an iron and aluminum casting foundry to build engines. Toyota's plant machines and assembles engine components, and Isuzu purchases GM engines for the Rodeo.

The EPA uses the 75 percent mark to categorize models into either domestic or import fleets.

No agreement on content rule

There are different yardsticks for measuring domestic content, which contributes to a lot of heat when the subject comes up in political discussions.

The EPA uses broad rules that allow such costs as advertising, depreciation on equipment, and interest paid on loans to be included.

U.S. Customs does not allow some costs that EPA allows when it figures North American content for duty purposes. Parts manufacturers tend to define content strictly by the parts used in assembly.

Mazda takes lead with Navajo

Mazda became the first Japanese company to sell a domestic vehicle when it began distributing its two-door sport-utility, the Navajo.

Ford Motor Co., which owns 25 percent of Mazda, builds the truck, a version of the Ford Explorer, at Ford's truck assembly plant in Louisville, Ky.

The Environmental Protection Agency allows makers to report corporate average fuel economy for trucks as a single blended fleet instead of separate domestic and imported fleets.

— *Lindsay Chappell*

MAZDA
Plans on imports, Ford cars in Europe

continued from PAGE 1

ports, production of Escort-based, Mazda-badged subcompacts will begin in 1995 at an annual rate of 100,000 units. Terms of an agreement are scheduled to be concluded by next spring.

A Mazda spokesman called the report "speculation."

"We are still continuing the discussions between Mazda and Ford" he said.

He said the two companies must still determine a production site, and settle on a car line, the level of production and the timing for the start of operations.

"It's all still under discussion," he said. He added that it is too early to say whether production will be contracted to Ford or if the partners would form a joint venture. However, he ruled out the possibility of Mazda building cars on its own in Europe.

"Such a thing will not happen," he said.

"It's a question of resources," said W. Wayne Booker, Ford's vice president of Asia-Pacific Automotive Operations. "If they built their own plant, as Nissan and Toyota have done, they would have to invest a substantial amount of money, probably more than they can cut off right now."

Saarlouis, considered one of Ford's most efficient European production sites, will be the likely production base, Mazda insiders say. The same complex had been considered for a joint production venture of 626-based Ford- and Mazda-badged cars.

But producing a version of the Escort instead of Mazda's similarly sized 323 will reduce product development costs and enable the Mazda-badged car to reach high local content levels much earlier.

The subcompact segment is considered better suited to Europe than the mid-sized 626 because of the emerging importance of the Eastern European market.

But in the larger class, Mazda is expected to sidestep European Community restrictions limiting Japanese imports to 1.23 million units per year for seven years beginning in 1993 by importing 626s from Flat Rock.

"We've not yet finalized it, but we are seriously studying exports of Mazda-badged vehicles to Europe," said a Mazda spokesman. "However, the timing and what models and numbers, these are under discussion."

Ford already exports Flat Rock-built Probes to Germany.

Booker said he hopes the European co-production talks with Mazda "are concluded over the next six months — either yes or no — because these studies that keep grinding on and on are a waste of resources."

"It is very difficult for me to say the timing of the announcement," said the Mazda spokesman.

Big 3 stockpiles climb to 80-day supply

JIM HENRY
Staff Reporter

NEW YORK — Inventories crept generally higher in November, as manufacturers struggled to balance production, down time and a better-than-average sales month for the Big 3.

The end result for inventories was an 80-day supply of cars and light trucks as of Dec. 1, versus 75 days a month earlier.

The supply of light trucks was fat but stable, at 88 days, even though November truck sales were only 3.3 percent below the year-ago month.

Chrysler Corp. was the only Big 3 company whose November sales exceeded the year-ago month, aided for a change by sales of its Chrysler Division cars. Fleet sales also helped. Chrysler's supply of U.S.-built cars was the lowest of the Big 3 at 62 days.

For the industry, cars were at 76 days, up from 68.

General Motors, which had several hot new models in November, had a 71-day supply of U.S.-built cars, compared to 67 a month earlier.

Cadillac stocks fell from 73 to 64 days, as new models propelled sales.

Ford Motor Co. reported a 78-day supply, down from 82. Ford Division shaved its truck supply from 94 to 78 days.

INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAMS

SUZUKI (expires Feb. 3)

Swift (1992)	$400-700
Swift (1991)	$700-1,000
Sidekick (1992)	$200-700
Sidekick (1991)	$700-1,000

CONTINUING PROGRAMS

ACURA (1991 models, expires Jan. 3)

Legend sedan	$2,500
Legend coupe	$3,000
Integra (expires Feb. 3)	$500

ALFA ROMEO (expires Dec. 31)

164, 164L automatic (1991)	Up to $200 per car monthly in floorplan aid

AUDI (1991 models; expires Dec. 31)

Audi 100	$3,500
Audi 200	$4,000
Other models (if dealer orders quota from Audi)	$1,500-5,000 per sale
Other models (if dealer does not order quota from Audi)	$750-3,500 per sale

CHRYSLER CORP. (expires Dec. 31)

Jeep Cherokee (1991)	$500
Jeep Cherokee (1992)	$750

GENERAL MOTORS

Chevrolet (expires Feb. 4)

Caprice (1992)	$250-800, quota
Camaro (1992)	$300-750, quota
Corvette ZR-1 (1992)	$2,000
Other Corvette (1992)	$1,000
Corvette ZR-1 (1991)	$3,000
Other Corvette (1991)	$2,000
Cadillac Allante (1991) (no expiration date)	$7,500 on first sale, $8,500 on additional sales
Pontiac Sunbird	$300

ISUZU (1991-92 models, unless otherwise noted; expires Dec. 31)

Cars*	$600-1,800
All pickups*	$1,000-1,500
4x4 pickups (bonus, 1990-91)	$500
Trooper*	$1,500-1,900
Rodeo*	$00-500

*Based on number sold

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

MITSUBISHI (expires Dec. 31)

Rebates vary by region and apply to 1990-92 models.

Mirage	$500-1,000
Eclipse	0-$1,300
Galant	0-$1,750
Pickups	0-$1,200
Montero	0-$2,000

NISSAN (expires Jan. 3, unless otherwise noted)

1992 models

Stanza	$1,000
Maxima GXE	$800
Sentra	$300
Pickups	$900
Pathfinder	$600

1991 models

Stanza	$1,800
Maxima	$800
240SX	$600
Sentra	$300
Pathfinder	$1,400
Pickups	$1,200
300ZX (expires Feb. 2)	$2,500-3,500, quota

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

SUBARU (expires Jan. 3)

Legacy (1991)	$1,200-1,700, based on region

STERLING (no expiration date)

All models	$8,000*

*Or $3,000 if customer chooses 0 percent financing

TOYOTA (expires Jan. 3)

Camry (1991), Corolla (1991-92)	$500-700, quota
Base 4x2 pickup (1991-92)	$1,000-1,400, quota
Other pickup	$600-1,000, quota

VOLKSWAGEN (no expiration date)

Passat (1991)	$1,500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500

VOLVO (1991 models; expires Dec. 31)

240 series	$1,500
740 series	$1,700-2,500
940 series	$1,500-2,500
780 coupe	$2,500

Inventor wins wiper suit against Chrysler

CHARLES M. THOMAS
Staff Reporter

DETROIT — Robert Kearns, the basement inventor who developed intermittent windshield wipers, won his second patent infringement suit in federal court, this time against Chrysler Corp.

Last week, a federal jury returned a verdict saying Chrysler infringed on four patents issued to Kearns. The 64-year-old inventor settled with Ford Motor Co. last year for $10.2 million. He has been embroiled in lawsuits with virtually every foreign and domestic automaker for 13 years.

"This reinforced the good feelings that I have about juries," said Kearns after hearing the verdict. "It was a very studious group that spent a lot of time before making its decision."

A second trial is slated to determine damages against Chrysler. Kearns is asking for about $39 million ($3 on 13 million vehicles) and an exclusive contract to manufacture and sell intermittent wipers to Chrysler for 12 years.

The jury found that Chrysler violated patents Kearns developed on the synchronized operation of the wiper blade; dwell time of the blade; use of a three-brush motor to adjust the speed of the wiper blade; and the use of a transistor with a relay to perform the braking function of the blade.

Kearns has said repeatedly that he hopes through his lawsuits to change patent law to better protect inventors. He wants courts to have the power to extend patents if inventors are involved in lengthy litigation but have pursued patent-infringement diligently.

Chrysler conceded that Kearns' patents were valid but argued whether their products infringed on those patents. Kearns said he equipped 20 vehicles with the device in 1978 and showed them to Chrysler, but they declined to give him a contract to build intermittent wipers for the company.

He first got the idea for a "windshield wiper that blinks" after losing sight in one eye when a champagne cork exploded unexpectedly on his wedding day.

Lawsuits are still pending against other automakers. Originally, the lawsuits were combined into one, but that was too cumbersome so U.S. District Court Judge Avern Cohn picked Ford as the test case.

calendar

AUTO SHOWS — '91

Dec. 26-31 — National Capital Area International Auto Show, Washington Convention Center, Washington, (617) 536-8152 or (301) 670-1110

Dec. 26-Jan. 1 — Indianapolis Auto Show, Hoosier Dome and Indianapolis Convention Center, Indianapolis, (317) 266-8455

AUTO SHOWS — '92

Jan. 4-12 — Philadelphia International Auto Show, Philadelphia Civic Center, Philadelphia, (800) 345-1487 or (215) 851-5075

Jan. 4-12 — Greater Los Angeles Auto Show, Los Angeles Convention Center, Los Angeles, (213) 444-5965 or (213) 851-5075

Jan. 9-12 — Auto Expo, Meadowlands Convention Center, Secaucus, N.J., (516) 368-8000

Jan. 9-19 — Montreal International Auto Show, Olympic Stadium, Montreal, (514) 331-6571

Jan. 10-12 — Greater Little Rock Auto Show, State House Convention Center, Little Rock, Ark., (501) 372-2596

Jan. 11-19 — North American International Auto Show, Cobo Center, Detroit, (313) 643-0250

Jan. 16-19 — Utah Auto Show, Salt Palace, Salt Lake City, (801) 484-8845

Jan. 17-26 — Pacific International Auto Show, B.C. Place Stadium, Vancouver, British Columbia, (604) 294-8330

Jan. 18-26 — Baltimore International Auto Show, Baltimore Convention Center and Festival Hall, Baltimore, (301) 261-1717

Jan. 22-26 — Fort Wayne Auto Show, Allen County Memorial Coliseum, Fort Wayne, Ind., (219) 486-0297

Jan. 25-Feb. 2 — Pennsylvania Auto Show, State Farm Show Complex, Harrisburg, Pa., (800) 345-1487 or (717) 652-4053

Jan. 25-Feb. 2 — Houston Auto Show, Astro Hall, Houston, (213) 444-5202 or (713) 980-3434

Jan. 28-Feb. 2 — Metro Portland International Auto Show, Portland Convention Center, Portland, Ore., (617) 536-8152 or (503) 233-5044

Jan. 29-Feb. 2 — Greater St. Louis International Auto Show, Cervantes Convention Center, St. Louis, (617) 536-8152 or (314) 822-0333

Jan. 30-Feb. 2 — Spokane International Auto Show, Spokane Convention Center, Spokane, Wash., (509) 326-6885

Jan. 31-Feb. 4 — Ottawa-Hull International Auto Show, Ottawa Congress Centre, Ottawa

Feb. 1-9 — Auto Show, Veterans Memorial, Columbus, Ohio, (614) 237-1903

Feb. 5-9 — Syracuse auto show, Onondaga County War Memorial, Syracuse, N.Y., (315) 474-1041

Feb. 7-9 — York Auto Show, York Fairgrounds, York, Pa., (800) 345-1487

Feb. 8-16 — Greater Milwaukee Auto Show, Milwaukee Exposition & Convention Center & Arena, Milwaukee, (800) 345-1487 or (414) 259-6000

Feb. 8-16 — Chicago Auto Show, Chicago Automobile Trade Association, McCormick Place, Chicago, (708) 698-6630

Feb. 12-16 — Buffalo Auto Show, Buffalo Convention Center, Buffalo, N.Y., (716) 631-8510

Feb. 13-16 — Richmond International Auto Show, Richmond Centre, Richmond, Va., (804) 358-2277

Feb. 13-23 — Toronto International Auto Show, Metro Toronto Convention Center and Skydome, Toronto, (416) 940-2800

Feb. 15-23 — Orange County International Auto Show, Anaheim Stadium, Anaheim, Calif., (714) 547-7449

Feb. 19-23 — Greater Kansas City Auto Show, H. Roe Bartle Convention Center, Kansas City, Mo., (800) 248-1868

Feb. 19-23 — Pittsburgh Auto Show, David L. Lawrence Convention Center, Pittsburgh, (412) 373-8383

Feb. 19-23 — International Automobile and Motorcycle Show for Central and Eastern Europe, Organization Internationale des Constructeurs d'Automobiles of Paris, Vienna, Austria, (202) 659-4557

Feb. 20-23 - Carolinas International Auto Show, Charlotte Convention Center, Charlotte, N.C., (800) 345-1487

Feb. 22-March 1 — Greater Cleveland Auto Show, International Exposition (I-X) and Trade Center, Brook Park, Ohio, (216) 328-1500

Feb. 26-March 1 — Denver Auto Show, Colorado Convention Complex, Denver, (303) 831-1722

Feb. 26-March 1 — Edmonton International Auto & Truck Show, Edmonton Northlands Agricom Complex, Exhibition Grounds, Edmonton, Alberta, (403) 466-5047

Feb. 26-March 1 — Rochester International Auto Show, Rochester Convention Center, Rochester, N.Y., (716) 272-7232

Feb. 26-March 1 — Greater Toledo Auto Show, Seagate Center, Toledo, Ohio, (419) 843-2611

Feb. 29-March 8 — Greater Minneapolis and St. Paul Auto Show, Minneapolis Convention Center, Minneapolis, (612) 831-8019

March 5-15 — Geneva International Motor Show, Palexpo, Geneva, (022) 798-1111

March 9-15 — Quebec International Auto Show, Laval University, Quebec, (418) 624-2290 or (418) 683-1991

INCENTIVE WATCH — CUSTOMER INCENTIVES

NEW PROGRAMS

FORD MOTOR CO.

1992 models

Expires Feb. 4. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Finance rates differ by vehicle lines and regions. No finance rate incentives on Lincoln models.

Ford Festiva, Tempo, Taurus	$500
Escort GT and LX-E, Mustang, Thunderbird	$750
Probe, Taurus SHO, Crown Victoria	$1,000
F series, Aerostar	$500
Ranger	$750
Aerostar (Northeast), Bronco, Econoline (RV pkg.)	$1,000
Mercury Topaz, Sable	$500
Capri, Tracer LTS, Cougar	$750
Grand Marquis	$1,000
Lincoln Town Car, Mark VII, Continental	$1,000

Pre-1992 models

1990-91 Ford Division models and 1991 Lincoln-Mercury models. Expires Feb. 4. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Finance rates differ by vehicle line and region.

Ford Tempo, Taurus	$400
Taurus SHO	$600
Escor., Mustang, Thunderbird	$750
Festiva, Probe	$1,000
Ranger, F series, Aerostar, Econoline (except E-150 RV)	$400
Aerostar (Northeast), Bronco, Econoline E-150 (RV pkg.)	$1,000
Mercury Topaz, Sable	$400
Tracer, Cougar	$750
Capri	$2,000

CONTINUING PROGRAMS

CHRYSLER CORP.

All programs expire Dec. 31. Finance rates in lieu of rebates start at 6.9 percent on minivans, 4.9 percent on other models.

In addition to the rebates on retail purchases listed here, Chrysler Corp. offers rebates under its Gold Key Plus Program. The rebates, which expire Dec. 31, are $250 to $2,000 on 1992 models and $150 to $1,975 on 1992 models.

1992 models

Chrysler Imp. and New Yorker Fifth Avenue	$1,000
LeBaron coupe, New Yorker Salon	$750
LeBaron sedan	$500
Dodge Monaco	$1,500
Dynasty	$1,000
Shadow conv.	$750
Shadow highline, Daytona, Spirit, Colt	$500
Shadow America	$300
Dodge Ram pickup (gas engine), Ram van conversion, Ramcharger	$1,000
Ram van and wagon, Dakota	$750
Ram 50	$300
Eagle Premier	$1,500
Talon, Summit	$500
Jeep Cherokee	$1,000
Comanche	$750
Wrangler	$500
Plymouth Sundance highline	$300
Acclaim, Laser, Colt hatchback	$500
Sundance America	$300

1990-91 models

Chrysler Imperial	$2,000
New Yorker Fifth Avenue and Salon, LeBaron sedan	$1,500
LeBaron coupe and conv.	$1,000
Dodge Shadow conv.	$2,000
Spirit, Monaco, Dynasty	$1,500
Daytona	$1,250
Colt GL, Shadow highline	$1,000
Shadow America, Colt	$700
Dodge Ram van conversion, Ram pickup (gas engine), Ramcharger	$1,500
Ram wagon, Ram van	$1,250
Dakota	$1,000
Ram 50	$750
Eagle Talon TSi, Premier	$1,500
Other Talon	$1,200
Summit 4-dr., Summit ES 3-dr.	$1,000
Summit base 3-dr.	$750
Jeep Cherokee, Grand Wagoneer	$1,500
Comanche	$1,000
Wrangler	$500
Plymouth Acclaim, Laser RS Turbo	$1,500
Other Laser	$1,200
Sundance highline	$1,000
Sundance America	$700
All awd minivans	$1,000
All 2wd minivans	$500

13 states in Northeast sales zone, expires Dec. 20. Replaces all national rebates on 1992 models in those states. National rebates continue on 1991 models not listed here. Interest rates in lieu of rebates range from 0 to 9.9 percent.

Dodge Shadow convertible (1991)	$2,000
Chrysler LeBaron sedan (1991-92), Plymouth Acclaim (1991-92), Dodge Spirit (1991-92)	$1,500
Dodge Shadow/Plymouth Sundance (1991-92)	$1,000
All minivans (1991-92)	$1,000
Dodge Dakota (1991-92)	$1,000

GENERAL MOTORS

Expires Feb. 4. Finance rates in lieu of rebates start at 2.9 percent for Buick, Oldsmobile and Pontiac; 6.9 percent for Chevrolet and GMC.

1992 models

Buick Skylark*	$250-750*
Century, Regal*	$250-1,000*
Riviera	$2,000
Chevrolet Caprice	$1,000
Geo Metro and Storm	$750
Geo Prizm, Camaro, Beretta, Lumina	$500
Cavalier	$500
G van, S/T Blazer, Lumina APV	$1,000
Geo Tracker, Astro, S/T pickup	$750
C/K pickup	$500
GMC G-van, S15 Jimmy (except Typhoon)	$1,000
Sonoma (except Cyclone, GT), Safari	$750
Sierra (except Crew Cab)	$500
Oldsmobile Cutlass Ciera (national)	$1,000
Regional programs, various models	$500-2,000
Pontiac Trans Sport	$1,000
Grand Prix	$750
LeMans, Firebird	$500

*Based on option package selected.

1991 models

Cadillac All models except Allante (expires Dec. 31)	$2,000
Chevrolet Caprice	$1,000
Geo Metro, Camaro	$750
Geo Storm and Prizm, Beretta, Lumina	$500
Cavalier, Corsica	$300
V Blazer, Suburban, G-van, S/T Blazer, Lumina APV	$1,000
Geo Tracker, Astro, S/T pickup, R/V and C/K pickups	$500
GMC V Jimmy, Suburban	$1,500
S15 Jimmy, G-van, Safari	$1,000
Sonoma (except Cyclone)	$750
Sierra, R/V pickups	$500
Oldsmobile - regional programs, various models	$500-2,000
Pontiac Trans Sport, LeMans, Firebird	$1,000
Grand Prix	$750

HYUNDAI

49 states (expires Jan. 3)

Sonata with SE pkg. (1991), Excel with SE pkg. (1991)	$500
Scoupe (1991), Excel base (1991)	$750
Other Excel (1991), Other Sonata (1991)	$1,000
California only (1991 models, expires April 2)	
Excel, Scoupe	$750-1,000
Sonata	$1,000-1,500
All states (1991 models, expires Jan. 3)	
All 1991 models if trade is a 1986-90 Hyundai	$1,000

MAZDA (expires Jan. 3)

Navajo (1991)	$1,000
Trucks (1992)	$1,000

MITSUBISHI (expires Dec. 31)

California (1990-91) Precis	$500
Hawaii (1990-91)	
Galant	$1,500
Eclipse	$750
Mirage	$500
Pickups, Montero	$750-800

ROLLS-ROYCE/BENTLEY (1991 models; expires Dec. 31)

All models — Company pays U.S. luxury tax

SUBARU (expires Jan. 3)

Legacy L and L Plus (1992)	$500
Loyale (1991-92)	$500
XT, XT-6 (1991)	$2,000

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Bramalea, Ontario		*
Sterling Heights, Mich.	12/16, 12/23, 12/30, 1/6, 1/13	
Dodge Shadow		1,900
Plymouth Sundance		1,700
FORD MOTOR CO.		
Lorain, Ohio	12/16, 12/23, 12/30, 1/6	4,300
Ford Thunderbird		
Mercury Cougar		
Lorain, Ohio	12/16, 12/23, 12/30	4,400
Ford Econoline/Club Wagon		
GENERAL MOTORS		
Detroit	12/16, 12/23, 12/30	
Chevrolet P-model		475
GMC P-model		30
Doraville, Ga.	12/16, 12/23, 12/30	
Olds. Cutlass Supreme		2,410
Fairfax, Kansas	12/16, 12/23, 12/30	
Pontiac Grand Prix		3,450
Pontiac, Mich. (East)	12/16, 12/23, 12/30	
Chevrolet C/K pickup		4,540
GMC Sierra		
Shreveport, La	12/16, 12/23, 12/30	
Chevrolet S10 pickup		5,100
GMC Sonoma/Syclone		1,100
Chevrolet S10 Blazer		3,100
GMC Yukon		50
Van Nuys, Calif.	12/16, 12/23, 12/30	
Chevrolet Camaro		1,400
Pontiac Firebird		600
Willow Run, Mich.	12/16, 12/23, 12/30	
Chevrolet Caprice		2,600
Buick Roadmaster		400
Olds. Custom Cruiser		150
Total U.S. car		**18,910**
Total U.S. truck		**18,795**
Total units lost week of 12/16		**37,705**

*Plant closed for retooling until Spring 1992.
Source: Automotive News Data Center

Automobile gripes scorch NHTSA line

MAX GATES
Staff Reporter

WASHINGTON — The number of complaints by new car owners jumped 60 percent in the first year after a federal telephone hotline number was included in car owner's manuals, the National Highway Traffic Safety Administration has found.

Complaints registered on the NHTSA Auto Safety Hotline jumped from 1,065 in the 1990 model year to 1,661 in the 1991 model year, the first in which the owner's manual information was included. The complaint data was compiled at the request of Motor Voters, the Virginia-based consumer group that had originally requested the owner's manual information.

In a brief survey of callers earlier this year, NHTSA found that about 10 percent of the hotline calls were the result of the owner's manual information.

"We're very heartened by this," said Motor Voters President Rosemary Dunlap, who noted that the owner's manual requirement increased the likelihood that safety complaints would be registered with the government, with very little cost to carmakers.

NHTSA receives more than a 250,000 calls each year on its toll-free line (1-800-424-9393), including requests for information on recalls, new car crash results and a variety of safety, fuel economy and

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Est. 12/9-12/14/91	Actual 12/2-12/7/91	12/1-12/14/91	Year 1/1-12/14/91	Year 1/1-12/15/90
LeBaron A	0	0	0	0	8,071
LeBaron J	1,350	1,571	2,921	28,132	50,458
New Yorker	350	0	350	12,191	34,452
Fifth Avenue	1,000	0	1,000	34,357	36,631
Imperial	1,250	0	1,250	9,650	18,938
Town & Country (trk.)	300	402	702	6,024	2,418
Total Chrysler	**4,250**	**1,973**	**6,223**	**98,355**	**150,968**
Horizon	0	0	0	0	4,327
Sundance	1,500	1,868	3,368	60,259	87,666
Acclaim	1,200	2,308	3,508	79,127	117,225
Voyager (trk.)	1,800	2,502	4,302	95,429	80,073
Voyager (Can. trk.)	2,174	2,279	4,453	106,630	98,771
Total Plymouth	**6,674**	**8,957**	**15,631**	**341,445**	**388,862**
Omni	0	0	0	0	4,078
Daytona	600	745	1,345	11,143	32,522
Shadow	2,200	2,172	4,372	68,248	95,511
Dynasty	1,900	0	1,900	111,141	119,151
Spirit	2,000	2,744	4,744	76,707	103,201
Monaco (Can.)	0	176	176	8,653	11,059
Caravan (trk.)	2,500	3,047	5,547	113,488	89,734
Caravan (Can. trk.)	3,905	4,058	7,963	146,870	123,466
Caravan C/V (trk.)	100	131	231	3,712	4,173
Caravan C/V (Can. trk.)	96	100	196	13,646	7,478
Dakota (trk.)	3,100	2,974	6,074	100,853	72,225
Ram pickups (trk.)	1,500	1,459	2,959	71,838	100,236
Ram Wagon (Can. trk.)	645	0	645	17,676	20,373
Ram Van (Can. trk.)	1,266	0	1,266	39,124	54,392
Total Dodge	**19,812**	**17,886**	**37,418**	**783,099**	**837,589**
Premier (Can.)	0	556	556	9,467	13,590
Cherokee (trk.)	4,200	4,248	8,448	146,026	147,191
Comanche (trk.)	100	117	217	5,322	9,230
Grand Wagoneer (trk.)	0	0	0	1,539	6,119
Wagoneer (trk.)	50	78	128	2,666	3,785
Wrangler (Can trk.)	1,908	1,903	3,811	63,655	56,471
Total Jeep-Eagle	**6,258**	**6,902**	**13,160**	**228,675**	**236,386**
Total U.S. car	**13,350**	**11,486**	**24,758**	**490,956**	**712,231**
Total Can. car	**0**	**732**	**732**	**18,120**	**24,849**
Total U.S. truck	**13,850**	**14,958**	**28,808**	**546,897**	**515,184**
Total Can. truck	**9,984**	**8,348**	**18,334**	**357,801**	**360,951**
CHRYSLER CORP.	**36,994**	**35,438**	**72,432**	**1,443,574**	**1,613,815**
Escort	0	5,514	5,514	179,380	239,916
Mustang	0	1,828	1,828	79,465	127,985
Tempo	2,881	2,709	5,590	107,774	125,178
Tempo (Can.)	3,289	0	3,289	100,380	106,998
Taurus	7,349	3,750	11,099	305,369	323,803
Thunderbird	2,597	2,585	5,182	72,080	106,246
Crown Victoria (Can.)	0	1,618	1,618	83,674	118,542
Aerostar (trk.)	4,000	0	4,000	163,699	198,042
Bronco (trk.)	710	673	1,383	19,278	45,895
Explorer/Bronco II (trk.)	6,587	7,405	13,992	276,973	205,384
Navajo (trk.)	294	369	663	11,645	8,148
Econoline (trk.)	2,010	1,703	3,713	135,921	165,364
Heavies (trk.)	1,042	1,027	2,069	31,299	47,599
Light trucks (trk.)	10,397	11,398	21,795	328,533	426,697
Light trucks (Can. trk.)	2,971	2,943	5,914	95,538	128,361
Ranger (trk.)	1,438	4,365	5,803	259,080	278,619
Total Ford Div.	**45,565**	**47,887**	**93,452**	**2,258,809**	**2,652,777**
Topaz	1,519	1,716	3,235	47,215	46,752
Topaz (Can.)	1,391	0	1,391	33,917	39,340
Cougar	1,723	1,735	3,458	52,577	71,719
Sable	3,026	1,490	4,516	105,716	100,030
Grand Marquis (Can.)	0	3,163	3,163	97,512	112,140
Total Mercury	**7,659**	**8,104**	**15,763**	**336,937**	**369,981**
Continental	984	988	1,972	50,670	57,451
Mark VII	208	195	403	8,982	17,816
Town Car	2,968	2,957	5,925	121,601	143,022
Total Lincoln	**4,160**	**4,140**	**8,300**	**181,253**	**218,289**
Total L-M Div.	**11,819**	**12,244**	**24,063**	**518,190**	**588,270**
Total U.S. car	**23,255**	**25,467**	**48,722**	**1,130,830**	**1,359,918**
Total Can. car	**4,680**	**4,781**	**9,461**	**315,483**	**377,829**
Total U.S. truck	**26,478**	**25,940**	**53,418**	**1,226,428**	**1,375,748**
Total Can. truck	**2,971**	**2,943**	**5,914**	**95,538**	**128,361**
FORD MOTOR CO.	**57,384**	**60,131**	**117,515**	**2,768,279**	**3,241,847**
Skylark	2,506	2,167	4,673	58,693	91,783
Century	1,474	1,456	2,930	95,316	63,771
Regal (Can.)	2,500	2,670	5,170	123,170	101,310
Riviera	453	418	871	9,871	21,028
Park Avenue/Electra	1,649	1,640	3,289	90,860	62,626
LeSabre	3,688	3,363	7,049	105,598	154,421
Roadmaster Sedan*	1,288	1,267	2,555	44,176	0
Roadmaster Wagon†	0	0	0	14,241	4,022
Reatta	0	0	0	1,210	5,587
Total Buick	**13,558**	**12,981**	**26,537**	**543,135**	**504,548**
Eldorado	934	847	1,781	15,294	21,363
Seville	1,013	929	1,942	25,822	34,287
Brougham	552	465	1,017	21,438	29,637
DeVille	3,970	3,907	7,877	154,013	159,692
Allante	62	59	121	2,860	3,434
Total Cadillac	**6,531**	**6,207**	**12,738**	**219,425**	**248,413**
Cavalier	6,091	4,943	11,034	244,461	352,548
Camaro	0	0	0	51,312	70,711
Celebrity (Can.)	0	0	0	0	20,319
Corsica-Beretta	5,856	5,660	11,516	233,318	269,055
Lumina (Can.)	6,500	6,589	13,089	241,934	217,137
Caprice	920	996	1,916	121,830	193,527
Corvette	480	472	952	20,314	22,094
Astro (trk.)	3,307	3,294	6,601	104,460	125,162
Blazer (trk.)	328	354	682	7,209	14,996
Lumina APV (trk.)	1,564	1,518	3,082	50,621	77,448
Mediums (trk.)	125	141	266	2,731	10,341
P-Model (trk.)	425	463	888	18,448	20,634

	Est. 12/9-12/14/91	Actual 12/2-12/7/91	12/1-12/14/91	Year 1/1 12/14/91	Year 1/1 12/15/90
Pickups (Can. trk.)	3,900	3,937	7,837	145,473	164,174
S10 (trk.)	2,102	4,658	6,760	249,139	241,177
S10 Blazer (trk.)	3,703	3,486	7,189	59,580	83,876
Sportsvan (trk.)	1,275	1,191	2,466	44,359	54,399
Sportsvan (Can. trk.)	1,500	1,521	3,021	55,608	45,380
Suburban (trk.)	692	328	1,020	23,758	60,509
Total Chevrolet	**44,835**	**45,853**	**90,688**	**1,961,586**	**2,424,589**
Achieva/Calais	1,844	1,336	3,180	38,881	98,167
Cutlass Ciera	3,575	3,539	7,114	106,120	65,340
Cutlass Ciera (Can.)	0	0	0	41,161	75,556
Cutlass Supreme	2,370	2,400	4,770	104,232	93,879
Toronado	267	239	506	5,669	14,569
Eight Eight	2,541	2,473	5,014	88,956	99,122
Custom Cruiser Wag.††	0	0	0	7,780	1,223
Ninety Eight	1,230	1,223	2,453	73,255	41,406
Silhouette (trk.)	500	485	985	20,407	28,594
Bravada (trk.)	400	346	746	14,105	1,427
Total Oldsmobile	**12,727**	**12,041**	**24,768**	**500,566**	**519,283**
Sunbird	2,962	2,406	5,368	114,615	163,526
Grand Am	5,280	4,798	10,078	141,999	204,813
Firebird	0	0	0	19,988	40,541
Grand Prix	3,360	3,382	6,742	112,765	112,945
Pontiac 6000	0	0	0	19,603	51,522
Bonneville	2,645	2,637	5,282	83,537	72,184
Trans Sport (trk.)	938	897	1,835	31,575	42,249
Total Pontiac	**15,185**	**14,120**	**29,305**	**524,082**	**687,780**
Yukon/Jimmy (trk.)	91	93	184	2,226	4,578
Mediums (trk.)	532	488	1,020	5,904	10,670
P-Model (trk.)	95	51	146	2,195	2,786
Pickups (trk.)	3,019	2,641	5,660	117,278	134,386
Pickups (Can. trk.)	1,400	1,454	2,854	53,703	60,552
Syclone/Sonoma (trk.)	328	1,415	1,743	56,903	53,239
Typhoon/S15 Jimmy (trk.)	1,277	955	2,232	20,890	26,956
Safari (trk.)	1,157	1,036	2,193	40,431	43,562
Suburban (trk.)	292	230	522	18,139	29,751
Vandura (trk.)	402	394	796	18,675	19,809
Vandura (Can. trk.)	900	868	1,768	23,446	17,715
Total GMC	**9,493**	**9,625**	**19,118**	**359,790**	**403,794**
Total Saturn*	**2,403**	**2,403**	**4,806**	**94,555**	**8,311**
Total U.S. car	**59,411**	**55,425**	**114,836**	**2,322,582**	**2,627,134**
Total Can. car	**9,000**	**9,259**	**18,259**	**496,265**	**414,322**
Total U.S. truck	**28,619**	**30,766**	**59,385**	**1,195,063**	**1,467,451**
Total Can. truck	**7,700**	**7,780**	**15,480**	**278,230**	**287,821**
GENERAL MOTORS	**104,730**	**103,230**	**207,960**	**4,293,140**	**4,796,728**
Can. car	2,700	2,302	5,002	107,143	49,782
Can. trk.	1,400	1,471	2,871	52,851	49,141
CAMI*	**4,100**	**3,773**	**7,873**	**159,994**	**98,923**
DIAMOND-STAR*	**3,508**	**3,285**	**6,791**	**147,206**	**147,839**
Civic	2,460	2,262	4,722	81,648	99,178
Civic (Can.)	2,400	1,845	4,245	99,093	101,601
Accord	7,740	7,640	15,380	355,311	325,579
Total U.S. car	**10,200**	**9,902**	**20,102**	**436,959**	**424,757**
Total Can. car	**2,400**	**1,845**	**4,245**	**99,093**	**101,601**
HONDA	**12,600**	**11,747**	**24,347**	**536,052**	**526,358**
HYUNDAI Sonata (Can.)	**829**	**1,736**	**2,564**	**28,221**	**25,552**
MAZDA*	**3,952**	**4,688**	**8,640**	**161,987**	**177,252**
U.S. trk.	1,650	1,650	3,300	62,377	70,356
Can. trk.	165	166	331	6,554	8,341
NAVISTAR	**1,815**	**1,816**	**3,631**	**68,931**	**78,697**
Sentra	2,808	3,166	5,974	128,359	95,074
Pickup (trk.)	2,724	3,064	5,788	128,522	136,942
NISSAN	**5,532**	**6,230**	**11,762**	**256,881**	**232,016**
Geo Prizm	1,850	1,953	3,803	87,313	99,458
Toyota Corolla	2,400	2,501	4,901	101,398	100,663
Toyota Hilux (trk.)	225	247	472	2,143	0
NUMMI	**4,475**	**4,701**	**9,176**	**190,854**	**200,121**
Legacy	1,281	1,264	2,545	55,598	33,389
Pickup (trk.)	542	523	1,065	25,435	0
Rodeo (trk.)	1,115	1,065	2,180	31,214	0
Total U.S. car	**1,281**	**1,264**	**2,545**	**55,598**	**33,389**
Total U.S. trk.	**1,857**	**1,588**	**3,245**	**56,649**	**35,188**
SUBARU-ISUZU	**2,938**	**2,852**	**5,790**	**112,247**	**68,565**
Camry	5,508	4,454	9,962	182,210	212,860
Corolla (Can.)	1,500	1,524	3,024	65,163	59,740
TOYOTA	**7,008**	**5,978**	**12,986**	**247,373**	**272,600**
VOLVO 740, 940 (Can.)	**150**	**150**	**300**	**7,451**	**8,000**
AM GENERAL (trk.)	**375**	**375**	**750**	**19,565**	**21,000**
MISCELLANEOUS (trk.)**	**2,500**	**2,500**	**5,000**	**129,829**	**144,000**
Total U.S. car	**127,521**	**123,513**	**251,034**	**5,245,468**	**5,960,575**
Total Canada car	**21,258**	**22,329**	**43,587**	**1,046,939**	**1,000,675**
Total U.S.-Canada Car	**148,779**	**145,842**	**294,621**	**6,292,347**	**7,051,250**
Total U.S. truck	**77,878**	**82,088**	**159,966**	**3,367,884**	**3,767,137**
Total Canada truck	**22,230**	**20,780**	**42,920**	**829,774**	**834,615**
Total U.S.-Canada truck	**100,108**	**102,786**	**202,886**	**4,188,438**	**4,601,752**
TOTAL U.S.	**205,399**	**205,601**	**411,000**	**8,613,972**	**9,757,712**
TOTAL CANADA	**43,488**	**43,029**	**86,517**	**1,957,713**	**1,995,290**
TOTAL U.S.-CANADA CAR & TRUCK	**248,887**	**248,630**	**497,517**	**10,480,785**	**11,653,002**

*Estimate ††1990 totals reflect LeSabre (rwd) †††1990 totals reflect Olds. 88 (rwd)
*CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.
**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz

Holidays start now at Big 3

ANNE E. WRIGHT
Chief Statistician

The Big 3 give an early Christmas holiday to workers at 10 U.S. plants this week as they continue to battle slow sales and high inventory levels.

General Motors has closed the following car plants for the remainder of December: Doraville, Ga.; Fairfax, Kan.; Van Nuys, Calif., and Willow Run, Mich. GM also closed these truck plants: Shreveport, La.; Pontiac, Mich. (East), and Detroit.

Ford Motor Co. will idle the Lorain, Ohio, truck facility until Jan. 6 due to poor sales. The company will also close the Lorain, Ohio, car facility next week due to poor sales, but the plant will stay down until Jan. 13 due to a facilities change.

Chrysler closed the Sterling Heights, Mich., facility until Jan. 20 due to poor sales. The plant builds the Dodge Shadow and the Plymouth Sundance.

In Canada, Chrysler's Bramalea, Ontario, plant completed production of the Dodge Monaco and the Eagle Premier last week. The four-year total production for the models was 143,055. The plant will be retooled for the new LH model, which is expected to begin production in spring.

GM scheduled Saturday overtime at six plants: Lansing, Mich. (M), car facility and the Moraine, Ohio, truck plant ran two shifts last Saturday. Both the Lordstown, Ohio, car and truck facilities and the Scarborough, Ontario, and the Osahawa, Ontario, truck plants worked one shift last Saturday.

Ford Motor Co. continues to run daily overtime at the Louisville, Ky., and the Kansas City, Mo., truck plants. The Kansas City plant was also scheduled to work one shift of Saturday overtime last week.

Chrysler scheduled two shifts of Saturday overtime at the St. Louis (No. 2) truck facility.

Last week's scheduled U.S. build of cars was up 3.3 percent over the prior week and 1.4 percent over the year-ago week.

Year-to-date, U.S. car production is behind 1990 by 12.4 percent.

The planned U.S. truck build last week was down 5.1 percent below the prior week and up 25.4 percent over the same week in 1990.

So far this year, truck production in the United States is 10.6 percent below 1990.

In Canada, car production last week was off 4.8 percent from the prior week and up 15.9 percent over the year-ago week.

For the year, car production in Canada is down 1.3 percent.

Estimated truck production in Canada last week was up 7.4 percent over the prior week and 14.7 percent over the same week in 1990.

Year-to-date, truckmakers in Canada assembled 1.6 percent